FINANCIAL TIMES
No. 27,480 Wednesday February 8 1978 **15p
CONTINENTAL SELLING PRICES: AUSTRIA Sch.15; BELGIUM Fr.25; DENMARK Kr.3.5; FRANCE Fr.3.0; GERMANY DM2.0; ITALY L.500; NETHERLANDS Fl.2.0; NORWAY Kr.3.5; PORTUGAL Esc.20; SPAIN Ptas.40; SWEDEN Kr.3.25; SWITZERLAND Fr.2.0; EIRE 15p

NEWS SUMMARY

NERAL

Ethiopia n drive gainst omalis

...iopian troops, after launch- an all out attack on Somali ...ces, have pushed the Somalis of areas around the strategic ...untain city of Harar and back ...wards their border across the ...aden desert, it was claimed in ...dis Ababa.

...he offensive coincided with ...orts in Mogadishu, the Somali ...pital, that Soviet troopships ...rying Cuban reinforcements ...re on their way to the Red ... port of Assab.

...he Ethiopians said that after ...overing the Ogaden there ...uld be a "long and ugly war" ...inst secessionist guerillas in ...trea.

...n Cairo, Mr. Abdullah Adam, ...nalia's ambassador to the Arab ...ague, said Somali armed forces ...re not in a position to fight ...viet and Cuban troops who ...malia claims are leading an ...noured column advancing ...wards Hargeisa in northern ...malia. Back and Page 3

...Meanwhile, the U.S. rejected ...other urgent appeal for arms ... Somalia.

ambia raid by mith riddle

...IODESIAN troops may have ...led more than 50 Zambian- ...sed black nationalist guerillas ... a helicopter raid on Lake ...riba.

...Reports in Lusaka spoke of the ...id taking place in the Gwembe ...lley on the northern bank of ...e lake after a gradual build-up ... nationalist forces in Zambia ...here Mr. Joshua Nkomo's ...mbabwe African Peoples ...tion is said to have 8,000 ...ained men.

In Salisbury black and white ...hodesian leaders resumed ...gotiations, but failed to break ...e deadlock that has stalled ...eir talks on majority rule for ...most two weeks.

ranges 'got at fter arrival'

...ly mercury poisoned oranges ...und in Britain have been con- ...minated after arrival, the Citrus ...arketing Board of Israel and ...e National Federation of Fruit ...d Potato Trades said last ...ght. Page 6

taly move

...he Italian Communist Party ...st night dropped its insistence ... Cabinet posts in an emer- ...ency Government and said it ...as ready to join a Parliament- ...y majority supporting a new ...overnment. Page 2

eirut fighting

At least 22 people were killed ...hen Lebanese troops clashed in ...eirut with Syrians of the Arab ...eace-keeping force. Page 3

ongo executions

...en men who were condemned ... death in connection with the ...ssassination last March of ...ongolese President Marien ...gouabi have been executed, it ...as announced in Brazzaville.

riefly

... blizzard, accompanied by ...inds of up to 100 mph, left 30 ...eople dead in New England, ...here people froze to death in ...ars and trucks immobilised by ...iant snowdrifts. Page 4

... Santa Ana, California, jury ...warded two families damages ...otalling $128.5m. against the ...ord Motor Company for an ...llegedly defective Pinto car ...which crashed in 1972, killing ...ne of two occupants. Ford is ...xpected to appeal.

...Soviet police have detained four ...workers who said last month they ...were setting up an unofficial ...rade union to defend their ...rights.

...Mr. Peter Godber, a former Hong Kong police chief, is being sued in the High Court by the Hong Kong Government for £446,484 alleged to have been received in bribes.

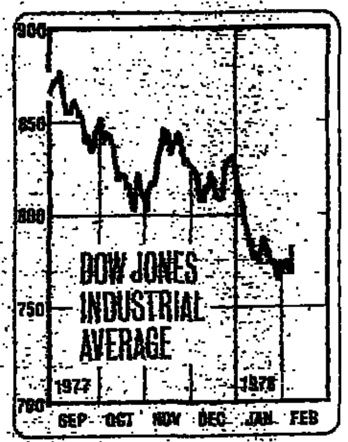
National Hunt jockey Jonjo O'Neill needs one more winner to reach his century for the season. To-day's racing, Page 14

Soccer: League Cup, first leg semi-final: Liverpool 2, Arsenal 1.

BUSINESS

Gilts react sharply: Wall St. up 10

- **GILTS** reacted sharply to the clearing banks' figures, and an early rally was reversed by falls of ½. The Government Securities index closed unchanged at 74.05.
- **EQUITIES** moved up five points in the first half hour of trading and rises extended to 7.9 by 3 p.m. on bear-covering. The FT Ordinary index closed 5.6 up at 463.7.
- **STERLING** fell 45 points to $1.9345 in thin trading and its trade-weighted index remained unchanged at 66.3. The dollar's depreciation narrowed to 4.40 per cent. (4.45).
- **GOLD** fell $1 to $175¾.



- **WALL STREET** closed 10.23 up at 778.85, following favourable company news.
- **U.S. TREASURY** bill rates: Threes 6.476 (6.441) per cent.; Sixes 6.743 (6.715).
- **SPAIN** has agreed a $300m. loan from the IMF, conditional on the Spanish government carrying out a programme of economic reform. Page 2
- **NEW** £1 notes will be issued to-morrow. Picture, Page 6
- **TOTAL NET** wealth of private individuals in the U.K. at the end of 1976 was £325bn., according to figures released by the Central Statistical office. Back and Page 17
- **HOUSE PRICES** could rise by 13 per cent. this year, according to the Building Societies' Association. Page 7
- **ROLLS-ROYCE** is to recall all last year's production of Silver Shadow, Carmargue and Corniche models because of a fault on the automatic speed control. Back Page

LABOUR

Tyne men could get £10,400

- **SWAN HUNTER** shipyard workers made redundant in May because the yard lost its share of the Polish ship order will be among those eligible for payments of up to £10,400 a man. Page 7
- **CSEU** executive meets tomorrow to consider a compromise wage target of £60 a week following endorsement of that figure by the Amalgamated Union of Engineering Workers. Page 12

COMPANIES

- **IMPERIAL GROUP** pre-tax profits for the year to October 31 ended down from £130.35m. to £129.12m. after weaker second-half trading. Page 18 and Lex

  Tobacco provided less than half of the group's profits for the first time, and problems with the New Smoking Material may result in the closure of the Ardeer factory making it. Back Page
- **TUBE INVESTMENTS** is to sell 50 per cent. of its motor cycle hire purchase subsidiary to Lloyds and Scottish for up to £2½m. Page 19
- **HOFFMANN-LA ROCHE** group turnover for 1977 is expected to be Sw.Frs.5.6bn. against sales of Sw.Frs.5.11bn. for the previous year, but profits will be lower than the Sw.Frs.72m. in 1976 due to currency fluctuations. Page 22

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		
Assd. Dairies	222	+ 8
Assd. P. Cement	236	+ 4
BATs Dfd.	232	+ 6
Bibby (J.)	215	+ 9
Brown (J.)	290	+ 7
Camellia Invs.	225	+ 17
Dewhurst A	154	+ 5
Dowty	184	+ 8
European Ferries	108½	+ 4½
General Accident	218	+ 8
GEC	257	+ 5
GKN	277	+ 7
Ladbroke	187	+ 6
Man. Agency & Music	76	+ 5
Metal Box	298	+ 6
Midland Bank "New"	†14	+ 8
NatWest	268	+ 6
Rank Org.	246	+ 8
Richards Wallington	83	+ 5
Royal Ins.	377	+ 7
Sandeman (Geo. G.)	65	+ 8
Sainsbury (J.)	170	+ 7
Smith (W. H.) A	146	+ 7
Sun Alliance	529	+ 7
Turner and Newall	211	+ 7
Unitech	93	+ 4
Vaux Breweries	404	+ 11
Yarrow	290	+ 25
BP	778	+ 18
CGFA	225	+ 15
FALLS		
Peko-Wallsend	425	− 18

† Premium.

New move in sanctions row angers industry

Government seeks 10% pay pledge in State contracts

BY RICHARD EVANS, LOBBY EDITOR

All future contracts between the Government and private companies will include a clause to ensure that the pay guideline of 10 per cent. is rigidly maintained, Mr. Roy Hattersley, Secretary for Prices and Consumer Affairs, announced in the Commons yesterday.

The controversial proposal, which will take effect almost immediately, drew furious protests from the Conservatives, immediate opposition from the Confederation of British Industry and anger from the Labour Left-wing.

But the Government comfortably survived by 292 votes to 278 a Conservative attempt in the Commons to underline the alleged misuse of discretionary powers by Ministers.

The victory, gained despite about a dozen Left-wing abstentions, means that the Commons has in effect upheld the Government's policy of operating sanctions against industry without full statutory backing.

The new policy, which came as a surprise to MPs, means that the sanctions on industry to *observe the voluntary 10 per* cent. guideline will be considerably extended without the need for fresh legislation.

The clauses, requiring companies to implement pay controls, will apply both to fixed and variable price contracts and to future offers of Government assistance to industry.

It was confirmed in Whitehall last night that if companies agreed to a pay settlement above 10 per cent. after signing a contract containing the new clauses the penalty on a fixed price contract would be termination. In the case of a variable price contract the cost-plus element would be forfeited.

All companies involved in negotiating Government contracts in future will have to submit details of pay settlements entered into on or after the date of the contract.

Conservative leaders, having *launched a Commons attack on* the Government yesterday for its misuse of discretionary powers immediately attacked Ministers for even more blatant abuse of powers. They accused the Government of "blackmailing companies" into accepting a voluntary policy that had no statutory backing.

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Labour News Page 12
Miners see Murray Back Page
News Analysis, Page 6

The Government's response was that the proposal would end all ambiguity over the application of discretionary powers which were aimed primarily at reducing the rate of inflation.

Clauses were already included in Government contracts to ensure the maintenance of the 12-month rule on pay settlements, and Ministers claimed the proposal was therefore not as revolutionary as the Opposition was suggesting.

Mr. Hattersley told MPs that the new clause would "considerably *extend" the application of* the Government's counter-inflation policy.

"We propose to add explicit clauses to all new Government contracts and the acceptance of these clauses will be necessary for the acceptance of the contracts. It will mean the contracting parties agree to observe pay guidelines set out in the current White Paper," he said.

Earlier, Mr Hattersley accepted the Conservative charge that the Government had used its powers to place contracts and to withhold discretionary financial assist-

Continued on Back Page

Methven threat of action by CBI

By John Elliott, Industrial Editor

THE Confederation of British In*dustry threatened* last night to intensify the political row over pay sanctions into a potential confrontation between industrialists and the Government after it was announced in the Commons that pay limits would be enforced through Government contracts.

Sir John Methven, director-general, gave a warning within minutes of Mr. Hattersley's announcement, that the confederation's council would consider recommending to members next Wednesday that they should strike any pay policy clauses out *of contracts offered by the* Government.

This would be tantamount to refusing the contract and, if adopted by all confederation member companies, would hit Government and other public sector business.

The confederation's plan was discussed last week by its president's committee of top industrialists and, judging by the balance of the debate then, is likely to receive substantial backing on Wednesday.

This means that the Government's plans have pushed the confederation into considering its first collective protest action in its 13-year history. The event marks a watershed in development of more aggressive policies which it has started adopting over the past year.

Leaders of the confederation are well aware that their threat —which would have to be registered as a "restrictive agreement" with the Office of Fair Trading—may well have far more immediate political than industrial significance. This is because it would probably take *some time for the operations of* the Government and the rest of the public sector to be seriously affected by companies refusing to accept the new contract terms.

The confederation has between 200,000 and 250,000 companies either in direct membership or indirectly affiliated through its member trade and employers' associations. It estimates that together they cover over 90 per cent. of British industry.

Sir John and other leaders in the confederation have had frequent talks with the Government since late last year over the operation of pay sanctions. These talks nearly erupted into a public row when the Government was considering before Christmas introducing sanctions against Ford and Vauxhall over their pay deals.

Ministers decided then not to intervene *but the event caused* the confederation to consider how it would react if the Gov-

Continued on Back Page

Control of money supply slips again

BY MICHAEL BLANDEN

THE GOVERNMENT'S control of the money supply has slipped again after a further sharp jump last month. This was indicated by the banking figures published *yesterday.*

The figures suggest the growth of the sterling money stock on the wider definition (M3) accelerated sharply. The signs are that in the first nine months of the financial year the increase has exceeded the top end of the *official target range of 9-13 per* cent.

The main pointer to the money supply is given by the Bank of England's statistics for the eligible liabilities of the banking system. These are their main deposit funds and an important *constituent of the money stock.*

Greater

In the five weeks to mid-January they rose almost 2 per cent. to £41.6bn. This was substantially greater than the increase of just more than 1½ per cent. in the previous month, when sterling M3 rose 1 per cent. to bring the growth rate in the first eight months of the year to about 13½ per cent.

The growth rate is likely to have increased again, though it is difficult to estimate money supply growth from eligible liabilities at a time of year when heavy seasonal adjustments have to be made.

These include, in one direction, the effects of tax payments to the Government, and in the other the normal seasonal reduction in the amounts of cash held by the public after the pre-Christmas build-up. Another source of uncertainty lies in the effects which earlier inflows from abroad might continue to exert on the money stock.

The rise last month appeared to have been anticipated by the authorities, though the news came as a surprise to some City commentators who had expected a better outcome in a month when gilt-edged sales were good and demand for bank credit was relatively low.

Factors

A number of factors could have contributed to the increase. These include the effect of the *November tax rebates* which may have boosted Government borrowing and possibly a building up of deposits among the banks, both because of fears of a re-introduction of corset controls and because of anticipated rises in demand for loans in the tax-gathering season.

The figures published by the London clearing banks however, indicate that demand for borrowing was low. Sterling advances to the U.K. private sector rose £576m. But the bulk of this was accounted for by the end-year debiting of interest and commission charges and the incidence of corporation tax.

Allowing for these and other seasonal factors, the banks suggest that the underlying rise was rather less than the levels of about £200m. seen in recent months.

Rebates

The banks saw an increase of £134m. in advances to overseas residents, reflecting the first stage of their agreed increase in the proportion of medium-term export credits being carried on their own books.

Sterling deposits from non-bank U.K. residents have been split for the first time between the public and the private sector. Public sector deposits rose £178m., partly reflecting the usual fluctuations in tax collection accounts.

Sterling deposits by the U.K. private sector increased £125m. when a substantial seasonal fall was expected. The banks say part of the underlying increase might have been due to the income-tax rebates which led to a smaller flow of funds to the Exchequer in late December.

One reason the flow of tax payments made less impact than usual on the banking figures was the abnormally high sales of certificates of tax deposit to companies two months ago—in effect an advance payment of tax.

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Reserve

The banks again saw a net flow of money into their deposits from the interbank market and from a reduction in their holdings of Treasury bills. This was partly offset by an increase in loans to the discount market and to local authorities. There was a net increase of £66m. in holdings of gilt-edged stock.

The reserve ratio of the five London parent banks rose from 13.5 per cent. to 13.6 per cent. Sterling advances by the Scottish clearing banks to the U.K. private sector rose £32m. and their sterling deposits from U.K. residents fell £9m.

£ in New York

—	February 7	Previous
Spot	$1.9525-9535	$1.9550-9585
1 month	0.05 dis-nil	0.05 dis-nil
3 months	0.14-0.08 dis	0.12-0.07 dis
12 months	[illegible]	0.60-0.40 dis

Increased EEC pressure on Japan over trade

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT BRUSSELS, Feb. 7.

THE EUROPEAN Commission was instructed by EEC Council of Foreign Ministers to-day to make urgent new approaches to Japan in a further effort to persuade it to take energetic action to bring about a rapid and sizeable reduction in its current account surplus.

The Commission has been given a set of "guidelines" for its talks with the Japanese. Although their contents are confidential, they are believed to urge additional steps to boost economic growth and to remove barriers to European exports.

To underline the urgency which the EEC attaches to the problem, the Commission has been asked to report on the progress made in the talks to heads of government of the nine Common Market countries when they meet in Copenhagen early in April.

In another move to emphasise the seriousness of the negotiations, the Foreign Ministers decided that they should be represented at the talks through the council's presidency, currently held by Denmark. This is the first time that the council has taken part in talks of this kind.

Meanwhile, it was disclosed *that the Commission's attempts* to negotiate an agreement with Japan which would limit the quantities and prices of the steel exported to the Community have run into difficulties.

Viscount Etienne Davignon, the Industry Commissioner, told the Council of Ministers that the Japanese were baulking at negotiations because they believed the EEC's temporary base price system was being applied unfairly.

The system is due to run until March 31, by when the EEC hopes to have reached bilateral agreements with its main steel suppliers.

But Japan has complained that some of its steel exports have been subject to so-called accelerated anti-dumping duties under the system, while such penalties have not been imposed *on exports from EFTA countries.*

The broad new negotiating mandate given to the Commission to-day is clearly intended to impress on the Japanese the widespread doubts in Europe that the economic and trade measures which it has announced will be adequate to produce the 7 per cent. real growth rate and accompanying cut in its trade surplus which it has promised.

Mr. Nobuhiko Ushiba, Japan's Minister of External Economic Affairs, was told this by Mr. Roy Jenkins, President of the EEC Commission, when the two met in Brussels about ten days ago.

But Mr. Ushiba is understood to have said then that his Govern*ment did not plan any more* expansionary measures and did not contemplate taking further actions on the trade front outside the GATT multilateral trade negotiations, now in progress in Geneva.

Dr. David Owen, the Foreign Secretary, suggested to-day that one way in which Japan could do more would be to shorten the period in which it has promised to double its foreign aid spending from five to two years.

Such a step would still bring Japan's aid budget only to 0.14 per cent. of its gross national *product but could stimulate signi*ficantly the purchasing power of developing countries.

Dr. Owen emphasised it was not intended to bring about a confrontation with Japan. But the EEC must make its views on trade known to Japan independently of the talks going on between the Japanese and the Carter Administration.

Japanese shipbuilding Page 16

Cut tax with oil cash—Thatcher

BY DAVID FREUD

NORTH SEA oil revenue should be used to reduce personal taxation rather than be allocated by the State, Mrs. Margaret Thatcher, Conservative leader, said yesterday.

Speaking to overseas bankers in London she added that money would flow more efficiently to industry through the taxpayers' hands than through those of the Government.

The State inevitably would spend the proceeds *incorrectly* "on trying to preserve yesterday's jobs instead of using them to create the jobs of to-morrow."

Mrs. Thatcher's speech reinforces several similar pronouncements by Sir Geoffrey Howe, shadow Chancellor.

Its timing means it is *likely* to be seen as an implicit attack on the creation of a special oil fund—an idea which has gained considerable support among Ministers and is being studied by the Treasury.

Mrs. Thatcher said that North Sea oil could be used to good purpose. "The extra tax revenues resulting for a period from our oil wealth will ease our path to a more balanced budget, leading in turn to all the blessings of low monetary expansion, low interest rates and hence to a strong pound and a lasting cure to the devastating inflationary tensions of recent years.

"They could do more. Coupled with determined restraint in State spending, this extra tax yield could enable us responsibly to reduce our personal tax rates at least to parity with those of *our major international competi*tors."

While the taxpayer might spend some of the extra revenue on imports, as was often argued, he would also in part save them and reinvest them, directly or indirectly, in Britain's industries *and services*—"not perhaps in the industries and services preferred for support by Government precisely because their record makes it hard or impossible for them to attract funds from anyone else, but in the businesses which are geared up to cater for the markets of to-morrow."

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Men and Matters, Page 16

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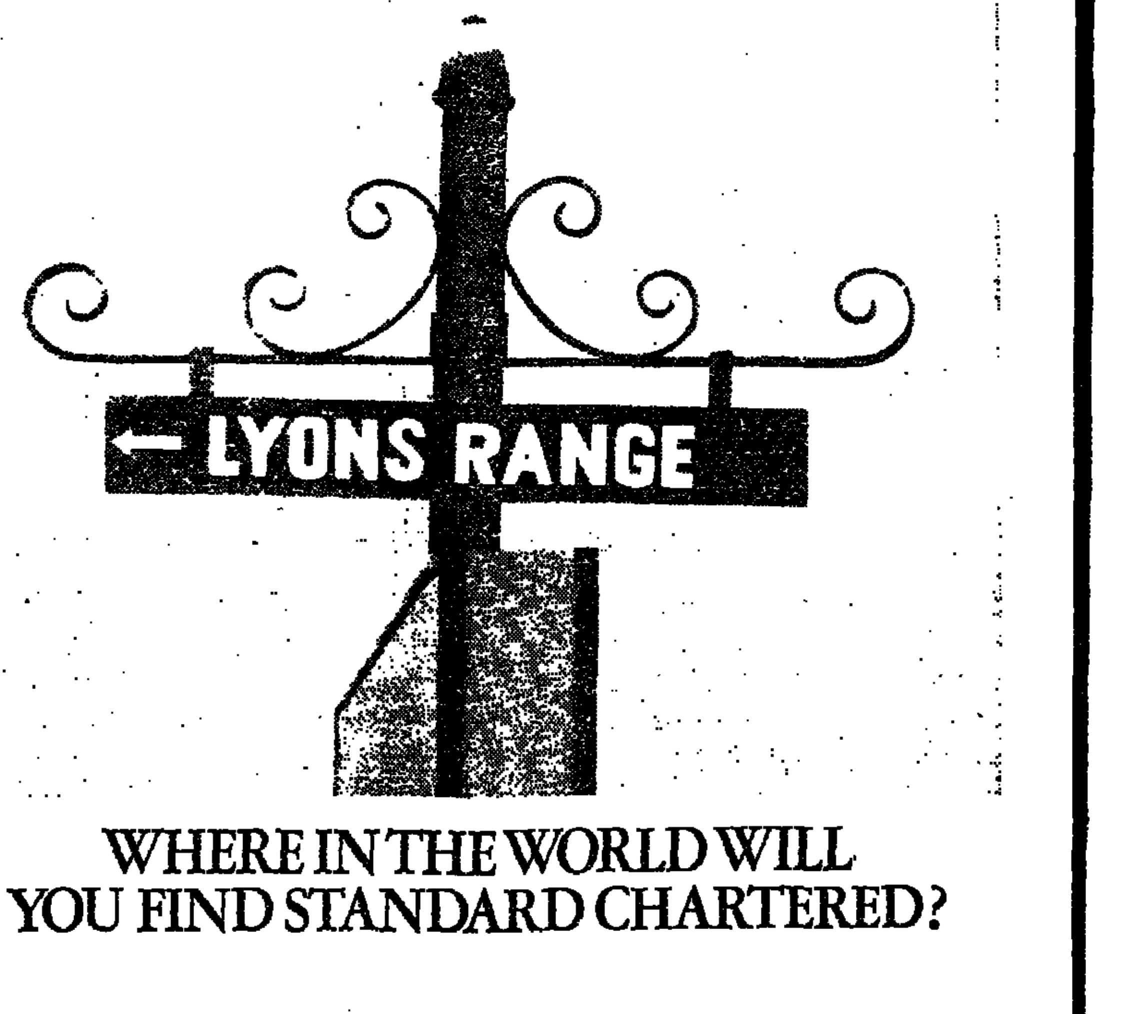

GISCARD-SCHMIDT SUMMIT ENDS

Deep concern at U.K. fish policy

BY ROBERT MAUTHNER

PARIS, Feb. 7.

FRANCE AND West Germany to-day agreed that they would do their utmost to "persuade" Britain to drop its opposition to a common European fisheries policy.

This was made clear after the two-day Franco-German summit meeting here at which President Giscard d'Estaing and Chancellor Helmut Schmidt expressed their "deep concern and regret" at the British Government's attitude in the fisheries negotiations in Brussels.

At the last meeting of Common Market Agriculture Ministers, Britain rejected the terms for a Community fisheries policy agreed by the other member states because they did not provide for "dominant preference zones," in which fishermen of coastal states would be given priority.

Spokesmen for the two Governments emphasised that the directives for a Common Market fisheries policy had been clearly laid down at a European Council meeting in July, 1976. These called for the equitable treatment of the fishermen of all member countries in Community waters, and it was important that the fisheries policy should not be an exception to the basic solidarity of the member states.

Though the word "pressure" was not pronounced by either side—Herr Armin Gruenwald, the German spokesman, preferring the phrase "an effort of persuasion"—it is clear that France and West Germany will now make strong diplomatic representations to make Britain change its mind.

President Giscard and Herr Schmidt took no final decision at the summit on the joint construction of a new civil airliner. But they agreed to press ahead as rapidly as possible with studies for a smaller version of the successful European Airbus, the B10X.

President Giscard said at the end of the meeting that he hoped that a decision to go ahead with the building of this aircraft would be taken at the next Franco-German summit in Bonn in July. But he emphasised that the two Governments should adopt a "rational" approach to the subject, based on thorough market studies of airline requirements.

The two Governments would also pursue their studies of plans for the joint construction with Britain and other European partners of a new medium-range airliner, which the French have dubbed the A200. It is still not clear whether Britain will agree to join this project, but both the French and German Governments are anxious to assure its participation.

It was indicated to-day that if the U.K. decides to stay out of the project, there is still a possibility that France and West Germany will go ahead with it alone or with other partners.

During their discussions of the problem of the Common Market's enlargement, President Giscard and Herr Schmidt agreed on the desirability of Greece's entry into the Community and on a time-table for the negotiations, subject to the approval of the other member states.

They considered that the negotiations on Greece's membership should be concluded by the end of this year, but stressed that a satisfactory solution must be found for the problem of Greece's agricultural exports, which will be competing directly with the Mediterranean produce of present member states such as France and Italy.

Profit-taking helps franc to regain ground

BY DAVID CURRY

PARIS, Feb. 8.

THE FRENCH franc recovered ground to-day after what the Bank of France described as the first of its pre-electoral "mini crises."

It was helped by a firm declaration from President Valery Giscard d'Estaing that all necessary technical measures would be taken to prevent its depreciation. Dealers, who expect tension surrounding the franc to last at least up to, and probably beyond, the general election in 33 days' time, said that profit-taking in a slack market also contributed to the better fortunes of the currency.

The fact that West Germany was on holiday to-day also made for slack trading.

True to form, the Bank of France pushed up rates on the money market for the third day in a row this morning. Day-to-day money went to 10¼ per cent., making the total increase since Friday 1.5 per cent.

The circular sent to banks by the authorities, reminding them of the rules governing repatriation of export earnings and forward purchase of foreign exchange to settle trade debts, also helped the situation slightly

Medium-term repurchase agreements or *pensions* were still suspended to-day while day-to-day discounting was taking place at 10¼ per cent. The Bank of France is aiming basically to keep bank liquidity under a tight rein.

Apparently there was no official intervention to-day. Over the past three days, intervention has probably been no more than about $300m.-$350m. and could well have been lower. The Prime Minister, M. Raymond Barre, has consistently ruled out committing foreign exchange reserves to the battle at this stage, the main purpose of intervention apparently being to iron out too sudden movements rather than to resist the overall market trend.

In to-day's trading, the franc firmed from 4.9350 to 4.9250 against the dollar; from 2.3480 to 2.3375 against the DM; from 2.52 to 2.5125 against the Swiss franc; and from 9.5625 to 9.5375 against sterling.

Until to-day's trading, the franc had lost, over three days, 4 per cent. against the dollar, 4.5 per cent. against the DM, 5.4 per cent. against the Swiss franc and 3.25 per cent. against sterling.

After yesterday's declaration by the Communist Party that it would press for immediate implementation of its nationalisation programme and the plans for enormous increases in wages and benefits, the political news to-day was rather less hair-raising for investors. In particular, the statement by the Socialist leader, M. Francois Mitterrand, ruling out a deal with the Communists between the two rounds of voting, comforted investors that the parties of the Left were not about to succumb to a manifestation of brotherly love.

Prices on the free gold market also moved back to-day. After yesterday's rise to an all-time peak of Frs.29,840, apparently caused by demand from small investors, the one kilo gold ingot dropped back to Frs.29,395, although the gold Napoleon coin eased up fractionally to Frs.300.

Gold-linked gilt-edged fell back while the stock exchange halted its three-day decline with a 2.7 per cent. recovery in values.

Malta budget offers hope of surplus

Malta's Socialist Government announced a budget of 109m. Malta pounds (£83.3m.) on Monday, Godfrey Grima reports from Valetta. The greater part will be spent on recurrent expenditure. Another £M31.8m. will finance new shipbuilding, agricultural and port schemes and expansion of internal and external telecommunications facilities.

With revenue due to climb to £M100m. and another £M13m. being brought forward from last year, a surplus approaching £M4m. is expected by the end of the coming financial year.

The island's GDP has risen by 9 per cent. to bring per capita income to £M736 from £M658 a year ago.

Axel Springer blocked

The West German Federal Cartel Office has prohibited the Axel Springer Verlag, West Germany's largest publisher of newspapers and periodicals, from taking a majority 50 per cent. investment in the Wochenblatt GmBH of Hamburg, the city's second largest paper in terms of advertising and revenue, writes Leslie Colitt in Berlin.

Greek wages to rise

Minimum wages and salaries in Greece will be increased by 22 per cent. this year, according to a decision by a court of arbitration, writes our Athens correspondent. Unions had asked for a 25 per cent. increase: Industry had refused to give more than 15 per cent.

Magistrate kidnapped

Two masked men kidnapped a magistrate, M. Noel Daix, while he was shopping police said yesterday, Reuter reports from Lyons.

Austrian jobless up

Austrian unemployed rose from 75,136 to 91,518 in December and January, the Social Affairs Minister, Herr Gerhard Weissenberg, announced yesterday, AP-DJ reports from Vienna. The January figure was 4.76 per cent. higher than a year earlier.

Britain warns against blocking entry of new members to EEC

BY GUY DE JONQUIERES, COMMON MARKET CORRESPONDENT

BRUSSELS, Feb. 7.

BRITAIN WARNED its EEC partners firmly to-day that it would oppose any efforts to side-track the applications of Portugal and Spain to join the Community, after Greece was admitted as a full member.

In what he described as "a warning shot across the bows," Dr. David Owen, the British Foreign Secretary, told his EEC colleagues here that Britain considered all three applications to be equally important. The Nine must face up to the prospect of belonging to an EEC of 12 members.

He spoke afer the Foreign Ministers had agreed formally, for the first time, to make a determined effort to conclude by the end of this year the substantive negotiations with Greece on its application. But Dr. Owen resisted a French proposal to set a firm date for Greek entry. His opposition appeared to spring from concern that a commitment of this kind might provide a pretext for placing obstacles in the path of the Portuguese and Spanish applications. He left a definite impression that anxiety was growing inside the British Government that some of its EEC partners were looking for excuses to close the door to further applicants after Greece was admitted.

French objections yesterday prevented Common Market Foreign Ministers agreeing on tariff concessions to Cyprus, EEC officials told Reuter in Brussels. The main stumbling block was what terms should be offered for its potatoes which account for about half its farm exports to the EEC. Agreement has been reached, however, with the Faroes on 1978 fishing quotas and the islands' waters will be reopened to French and British trawlers.

While all governments in the EEC have acknowledged the political importance of not rebuffing the Portuguese and Spanish requests, France and Italy have displayed undisguised disquiet about the practical problems of admitting two more, relatively poor, Mediterranean countries with sizeable agricultural sectors.

Dr. Owen's strictures seemed to be aimed chiefly at these two EEC countries. He did not believe that the EEC Commission wanted to slow down the enlargement process. But he had learned with "consternation" that it did not expect to publish its formal opinion on the Spanish application, originally expected by the end of this year, until sometime in 1979. The EEC must avoid any loss of momentum in the enlargement process after the entry of Greece, he said. It must make clear that all three applicants were equally welcome.

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Swedish payments gap 'lower'

BY WILLIAM DULLFORCE

STOCKHOLM, Feb. 7.

SWEDEN'S BALANCE of payments deficit over the last three years has been grossly exaggerated in official statistics, according to Mr. Sven Grassman, a leading economist and a member of the Independent Economic Research Council, which is partly financed by Swedish industry.

He claims that the true payments deficit for the 1974-76 period was less than half the official figure of SKr.21bn. (£2.3bn.). The preliminary official estimate of a further SKr.21bn. deficit in 1977 will also prove to be double the true figure, he believes.

Mr. Grassman argues that the official figures are based on inadequate attempts by the customs, the Riksbank (Central Bank) currency department and the Central Statistical Bureau to keep track of millions of individual transactions. They end up with an "unexplained" currency inflow which totalled roughly SKr.10bn. for 1974-76.

The figures for the net foreign payments at the end of each year of the Riksbank, the clearing banks and all companies with more than 20 employees give a far more accurate picture, according to Mr. Grassman. He underlines the significance that a more accurate estimate could have for Government economic planning and his proposal has spurred the Economy Ministry into ordering the Central Statistical Bureau to explain the "unexplained" currency inflow. Riksbank officials are prepared to accept his main argument that the official figures exaggerate the deficit.

● Prime Minister Thorbjorn Falldin yesterday defended Swedish weapon exports. They allowed Sweden to continue manufacturing its own weapons and maintain a credible defence posture, he said.

Dagens Nyheter, the Stockholm daily, said on Sunday that Bantam anti-tank missiles made by Bofors had been sold to Argentina and Bofors anti-aircraft guns to Iran. It was suggested that these exports could conflict with the guidelines laid down by the Swedish Parliament in 1971.

Berlinguer ready to negotiate compromise

By Paul Betts

ROME, Feb. 7.

SIG. ENRICO Berlinguer, the Italian Communist Party leader, to-night indicated that his party was ready to negotiate a compromise to resolve the 27-day-old government crisis.

After a meeting with Sig. Giulio Andreotti, the Christian Democrat Prime Minister-designate, Sig. Berlinguer said his party was prepared to enter into an "emergency pact."

Although the Communists still believed that a government of national unity was necessary — meaning direct Communist participation in government—he acknowledged the opposition of the other political parties, especially the Christian Democrats.

Sig. Berlinguer added, however, that his party would insist on the establishment of a clear parliamentary majority, which would mean the association of the Communists in the majority. He also implied that the Communists would have to be consulted on the structure of the new government which would administer a commonly agreed programme.

***Following Sig. Berlinguer's overture,* there is limited optimism that Sig. Andreotti, who later to-night was meeting representatives *of the Socialist* and Social Democrat parties, might now be able to form a new government.**

However, the solution to the crisis still appears distant. While Sig. Andreotti has been given a wider mandate by his party for this latest and crucial round of negotiations, the Christian Democrats are still insisting, at least officially, on negotiating a common government programme but not a political accord.

This implies a rejection of the association of the Communists in a parliamentary majority, which Sig. Berlinguer demand to-night as second best to a government of national unity.

The key question is whether Sig. Andreotti can strike a deal with the Communists by somehow associating them to the parliamentary majority but in such a way that it would be acceptable to his own party. Should he fail, the most likely outcome is a fresh election.

Soviet navy no longer only defensive

By David Satter

MOSCOW, Feb. 7.

ADMIRAL SERGEI Gorshkov, the commander in chief of the Soviet navy, said to-day it has become a "long-range armed force." The greatest progress in the past 10 years had been made in developing submarines capable of performing complicated military and technical tasks in any ocean.

Writing in the Soviet armed forces newspaper, Red Star, he appeared to suggest that the Soviet navy, now considered the largest in the world, no longer sees itself as a strictly defensive force. "For the first time in the country's history, our navy has emerged in the expanses of the world's oceans," he writes.

Admiral Gorshkov said that submarines have been made more effective through the introduction of nuclear engineering, missiles and other types of arms. He also said that Soviet surface ships, "equipped with the latest arms, radio-electronic facilities, and flying machines of various types" can effectively combat enemy surface ships, submarines and aircraft.

A major component in the navy's strike force was the naval air arm, which "can hit submarines and surface ships and other highly manoeuvrable and small objectives on the high seas." He added that combat capabilities of the marines and shore missile-artillery forces have been increased.

Spain to receive $295m. in credits from the IMF

BY ROBERT GRAHAM

MADRID, Feb. 7.

SPAIN TO-DAY announced that agreement had been reached with the International Monetary Fund (IMF) on a $175m. one-year standby credit. Spain will also receive a $120m. credit line from the Fund's compensatory finance facility.

The decision to seek the IMF credits was prompted by the Government's wish to take advantage of a favourable IMF analysis of the economy following a visit here by a special team, according to well-placed sources. At the time of the IMF mission's visit in November it was expected that credit was unlikely to be invoked before March or April. In advancing the date it seems that the Government wants to make the most of the IMF stamp of approval—especially as the recession in Spain has yet to show signs of bottoming out.

The $175m. facility is part of Spain's $475m. quota with the Fund. The Government has not yet earmarked the facility for any specific purpose other than to assist the overall restructuring of the economy. However, the authorities have emphasised that they are closely co-ordinating their actions with the Fund.

The $120m. credit line made available to-day draws on the Fund's compensatory finance facility which is granted to countries suffering balance of payments problems through loss of export earnings. Although in the past this facility has been used by some European countries and Australia, it is most frequently extended to developing countries. The decision to seek credit under this facility was prompted largely because the Fund's supplementary finance facility has yet to receive the approval of the U.S. Congress.

There has been no mention of any specific conditions attached to drawing on these two credits other than observance of the measures agreed by the major parties last year. The Government is expected to exploit this in the international money markets and is understood to be considering going to the New York bond market. The aim is to test the market for rating, according to informed sources.

Vital decision for Irish Cabinet on pay deadlock

BY GILES MERRITT

DUBLIN, Feb. 7.

THE IRISH Cabinet met to-day to consider the impasse on a national wages agreement that threatens the economic strategy outlined last week in the 1978 budget.

With employers and union representatives deadlocked over the scale of pay awards, the Government's position has become crucial. It must steer a narrow course between permitting high wage increases that could arrest the annual growth rate of 7 per cent., and precipitating a trade union walk-out that could result in an inflationary wages free-for-all.

The Government's original 5 per cent. guideline for this year's pay increases—the basis of its budget strategy—has already been exceeded by both employers and unions. When the wage negotiations broke up at the end of last week, the employers were offering 6½ per cent., while the unions were insisting on 8 per cent., having come down from their original demand of 12 per cent.

The Cabinet's position is expected to decide the future of the talks, not only because the employers are looking for guidance, but because the public sector in Ireland represents as much as 15 per cent. of the 1.1m. workforce.

Mr. George Colley, the Finance Minister, has emphasised that the 5 per cent. guideline is "flexible" but he is understood to be concerned by warnings from Government economists about the effect of any settlement between 7 per cent and 8 per cent. The Economic and Social Research Institute, which advises the Government, warned not long ago that any national wage increase above 7-8 per cent. could bring Ireland's economic boom to a halt by next year.

● Telephone and Telex services were severely disrupted to-day as Irish Post Office technicians stepped up their action in a long-running dispute over a reorganisation and productivity plan. The dispute has been rumbling on since May and last night Prime Minister Jack Lynch was urged to intervene personally.

German chemical industry labour costs at high level

BY OUR OWN CORRESPONDENT

FRANKFURT Feb. 7.

LABOUR COSTS in the West German chemical industry are now the highest in the world except, perhaps, for Sweden. At the beginning of this year they stood at $10.37 an hour per employee—19 per cent. above United States levels.

The working circle of the German chemical industry's employers' associations said to-day that labour costs have almost trebled since 1971 when they stood at $3.37 per head an hour —only 66 per cent. of the U.S. rate. In that year, U.S. hourly per capita *labour costs amounted* to $5.08. To-day they total $8.75

Behind the profound change in West Germany's position in the labour cost league lies the rise in the value of the Deutschemark and the decline in the worth of the dollar. However, the rapid increase in the supplementary costs—social security and fringe benefits—have also played an important role.

According to the working circle, whose members are currently involved in a hard round of pay negotiations, supplementary costs *added* 62 per cent. to the average direct hourly per capita pay of $2.08. In the United States supplementary costs added 28.9 per cent. to direct per capita hourly pay of $3.94

At the beginning of 1978, however, U.S. direct per capita *hourly pay average $6.63 an* hour and supplementary costs added a further 32 per cent. to this figure. West German direct per capita hourly pay, at $5.94, was lower than in the U.S., but supplementary costs add a further 74.6 per cent. to the figure.

Czech growth falls behind target

BY PAUL LENDVAI

VIENNA, Feb. 7.

DESPITE A HIGHER than expected industrial output, the Czechoslovak economy last year narrowly missed its projected overall growth target. National income was up *by* 4.5 per cent. compared to 1976 while the plan envisaged a growth rate of 5.2 per cent. The shortfall was primarily due to the poor performance of the building and transport industries, said a communique from the Federal Office *of Statistics*.

Industrial production was up by 5.7 per cent. and farm output *by* 7.9 per cent. The continued priority given to heavy industry was reflected by the fact that the output of consumer goods was only up by 4.3 per cent.

Germany prepares for Lent in style

By Guy Hawtin in Frankfurt

YESTERDAY WAS Rosenmontag, the Monday before Lent, as those familiar with the church calendar will know. To-day is Fastnacht, Shrove Tuesday, and the last day of gastronomic freedom before fasting and self-denial begins (or at any rate before feasting ends). In much of West Germany, but especially along the Rhine and in Bavaria, thousands of workers are nursing monumental hangovers, confident in the knowledge that their pounding heads will be even worse tomorrow, Ash Wednesday. For Ash Wednesday is the last day of the Fasching season, the pre-Lenten carnival, a months-long Baccanalia which starts at 11.11 a.m. on November 11

The Fasching period is virtually a constant round of masked balls, parties, carnival parades and less organised conviviality, punctuated with a slight change of direction, if not pace, to cover the celebration of Christmas and the New Year. It reaches its climax in the week before Ash Wednesday when employee absenteeism runs *high* and queues in doctors' surgeries lengthen with supplicants seeking time off work, either to recover from the effects of debauchery or in anticipation of them.

Rosenmontag is in most parts of the Federal Republic supposed to be a normal working day. However, in Frankfurt, business crept at snail's pace as workers visited the grand Rosenmontag parade at Mainz, not far away. In small towns and villages throughout Hessen whole communities, led by the town elders, shut up shop and organised their own carnivals.

To-day, although it is only a half-day holdiday, a large proportion of workers have not shown up at all. But the naive who expect service as usual in the shops and offices that are open for business will have been sadly disappointed. If the atmosphere seems distinctly jolly in the shops and supermarkets, the reasons being found in the large numbers of bottles of sekt, the German sparkling wine, nestling among the frozen peas and carrots in the refrigerated display cases.

Things will not be very different to-morrow, judging by the number of sekt and champagne breakfasts that have been organised, and it will not be until Thursday that business gets back on an even keel.

Even so, employers have got off far more lightly this year than usual. Easter falls early and, to many of the Celebrants' chagrin, the carnival period has been greatly foreshortened. Normally it runs into March.

German industry, it would seem fair to think, is breathing a sigh of relief. The Federal Republic enjoys more public holidays than any European country other than Italy. There are 11 federally acknowledged holidays, supplemented by a number of others that vary from state to state depending on local tradition and on whether the state is predominently Catholic or Protestant. In a bad year, when a majority of holidays falls on working days, an employer can face the prospect of losing his workforce for as many as 18 days a year.

Relief at this year's short Fasching season has by no means been universal. The benefit to industry as a whole will not be particularly great as demand is still at a low level and few sectors are working to full capacity.

The brewing, distilling, wine-growing and catering trades will be in the forefront of the industries hit by decreased sales.

A short carnival period will not greatly help the retailing sector. Last year was anything but a vintage year for shopkeepers and things do not seem to be much better in 1978. A short Fasching means lower sales of costumes, masks, streamers, hooters and all the rest of the carnival paraphernalia—admittedly not usually high-value products, but goods with a very attractive mark-up.

For traders in cities such as Mainz, Cologne and Munich, where the carnival is an especially popular festival, the foreshortened season is even more serious. These towns have famous and time-honoured Fasching traditions that draw in crowds of tourists from all over Germany. It is not only the hoteliers and restaurateurs who reap rich rewards from the carnival routes. Retailers do particularly well from the large numbers of free-spending revellers. This year takings will be heavily down.

Munich responded to all this with typical Bavarian pragmatism. The Carnival Association, on which the city's traders are not without influence, decreed that this year's Fasching period would be extended by a fortnight.

Europe's leading private airline champions attack on Scandinavia's SAS

BY HILARY BARNES IN COPENHAGEN

DANES COULD travel to London for Kr.600 (about £54) return on a skybus service proposed by Sterling Airways, Europe's biggest private airline. But the Danish Government has turned down an application from Sterling to start it, in order to protect the joint Scandinavian national airline, Scandinavian Airlines Systems.

An SAS tourist class return to London from Copenhagen costs Kr.2,560 (about £230). As a scheduled airline it does, of course, operate under conditions very different from those of a successful charter only company.

Sterling, a private Danish airline, has carried the fight for cheaper air travel to the EEC with a complaint to the European Commission alleging discrimination against private airlines.

Sterling's case is significant for several reasons. It is the first private airline to try to use Rome Treaty rules to uphold its rights against a national airline. If it makes any progress there will be important implications for all other private airlines in Europe.

Sterling's case may force the EEC to make up its mind whether it intends to operate a common air transport policy. This is the intention of the Commission, but attempts to move towards a common policy have bogged down for the time being in the opposition of member Governments to anything that might expose national airlines to unwanted competition.

Sterling estimates that its proposed fare would provide a return per passenger of Kr.155 with the aircraft operating at 60 per cent. capacity and Kr.45 with 50 per cent. capacity. "The prices are based on sound economic principles," according to Sterling, which is part of the Tjaereborg travel group.

In its complaint to the Commission's directorate for competition, Sterling wrote: "As Sterling Airways is able to carry out the planned skybus service as a sound economic project, but is prevented by the SAS monopoly, it is hereby demonstrated that the SAS monopoly acts as an unreasonable restriction on competition in the EEC."

The Danish Government, it adds, is a party to enforcing unreasonable prices on the travelling public. The complaint is only part of a concerted campaign by the airline for the liberalisation of Danish charter regulations. The other main points of the campaign are to get EEC rules of competition applied to air transport and to question the legality of state support and subsidies to SAS.

The company has also put in a flank attack on SAS by tendering for the concession to operate the tax-free shop at Kastrup, Copenhagen's international airport. Sterling claims to have made the most favourable tender, but the Government is apparently planning to reopen the tendering. Sterling is convinced that the Government wants to steer the concession to SAS.

The European Court of Justice ruled in 1974 that the general rules of the treaty do apply to air transport. The Commission, in a letter to the Danish Government in response to one of Sterling's complaints, has stated that this is the case. The EEC, however, has made no progress towards the establishment of a common policy since the publication in 1975 of an "Action Programme for the European Aeronautical Sector."

That programme was sent by the Council of Ministers to the permanent representatives, who set up a committee of Government experts. These experts recommended that the general rules of the Rome Treaty should not apply to air transport and, in particular, that the rules of competition and rules on State subsidies should not apply.

Sterling argues that the Danish Government, and those of Norway and Sweden, are giving SAS undue protection against competition from charter companies. As far as Denmark is concerned, its stake in SAS is held by Den Danske Luftfartsselskab (DDL — Danish air transport company), which has a consortium agreement with the parallel companies in Norway and Sweden. The Danish Government has a 50 per cent. share stake in DDL, and DDL has two-sevenths of the shares in SAS, which is based in Stockholm.

The Danish Government has not operated air transport policy so restrictively that charter companies have been unable to flourish. Besides Sterling, there are two other substantial private airlines, Maersk Air, owned by the A. P. Moller shipping and industrial group, and Conair. But they have not been allowed to operate the so-called "inclusive tour" business on the same terms as SAS, which is allowed to operate inclusive tours without geographical restriction, to any city, as week-end trips, and in combination with freight transport. None of these terms applies to the private airlines.

SAS is subsidised in a number of ways. State guarantees from all three governments (totalling almost Kr.500m. in the five years to 1981) are available to facilitate its purchasing and there are special tax concessions. What bothers the charter companies more than anything is that SAS has its own charter companies, Scanair and Transair, which fly in competition with the private companies. The latter claim that the charter companies receive special benefits by virtue of their connection with the state-subsidised SAS—an allegation which SAS does not accept.

The Sterling complaints have elicited a series of questions from the Commission to the Danish government and an implicit reprimand of the Government for failing to inform the commission of the state subsidy to SAS. The Danish answers to the first questions elicited a new series of questions. The Commission is still studying these.

The skybus complaint has kept the ball moving. The next move will be further consultations in Brussels in March between Sterling and the Commission. Sterling's managing director, Mr. Anders Helgstrand, is also in touch with the commission in his capacity as chairman of the International Air Carriers Association, "the voice of the charter airlines and their passengers," as it bills itself.

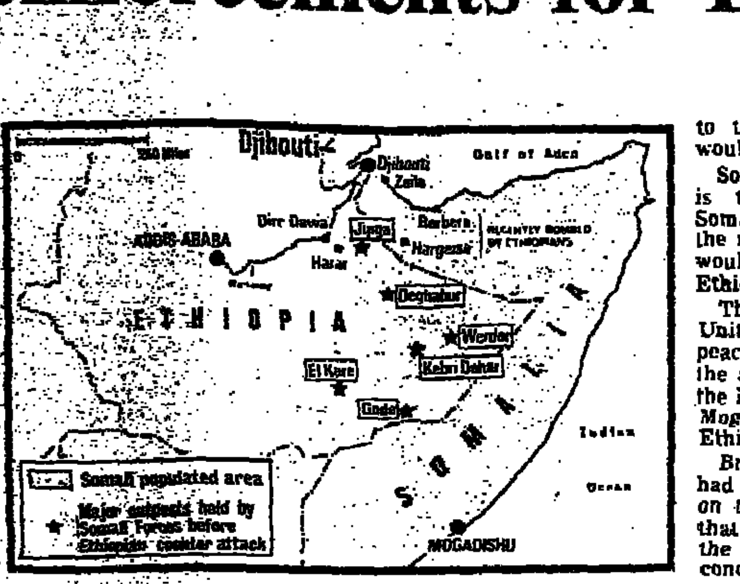
Sterling's lawyer, Mr. Rasmus Reeh, feels that political considerations will stop the Commission finding that the DDL consortium agreement to operate SAS conflicts with the rules of the EEC. But he feels that "time is working for us" in the efforts to obtain a greater liberalisation of air transport and the rights of the charter companies. And that, as he said, is due not least to the success of the Laker skytrain service to the U.S.

OVERSEAS NEWS

THE CONFLICT IN THE HORN OF AFRICA

Cuban reinforcements for Ethiopia

BY OUR FOREIGN STAFF



WESTERN DIPLOMATS reported to-day that thousands of Cuban reinforcements were on their way to Ethiopia to bolster a massive counter-offensive against Somali-backed forces in the Ogaden region of Ethiopia.

At the same time, Ethiopian officials claimed military gains around the town of Harar and Somali forces admitted they had retreated from some positions in the Ambar mountains of Eastern Ethiopia after an Ethiopian air and artillery bombardment.

The Western diplomatic sources estimated that a further 3,000 to 6,000 Cuban military personnel were on their way and that the Russian troopship carrying them would soon dock at Assab on the Red Sea.

U.S. intelligence sources put the number of Cuban personnel already in Ethiopia at 3,000 with a further 1,500 Russians. Washington also says that Cuban pilots have been flying Soviet-made aircraft which have been shelling the Ethiopians.

Informed sources in the Somali capital of Mogadishu repeated their claim that the recent heavy shelling and bombardment of Somali positions was a prelude to a long-awaited Ethiopian offensive into Somalia itself.

But Ethiopian officials were reluctant yesterday to call their new thrust a counter-offensive. "We have taken a concerted action. We are now moving to drive the Somalis out," said Mr. Baalu Girma, the acting Information Minister in Addis Ababa.

"The world is speculating that we want to go beyond our borders, but that is not true. All we want to do is drive the Somalis out of our territory. We have to settle this question once and for all," he said.

But Arab and Western diplomats remain divided on whether or not the Russians would allow the Ethiopians to cross the border into Somalia with a drive to the Port of Berbera which would slice the country in two.

Somalia claims that the aim is to annex parts of north Somalia to establish a zone at the mouth of the Red Sea which would be under the control of Ethiopia's Marxist rulers.

The Organisation of African Unity (OAU) has launched a peace initiative in the Horn with the arrival of Mr. Joseph Garba, the Nigerian Foreign Minister, in Mogadishu after conferring with Ethiopia.

Brigadier Garba said Ethiopia had "put some tough proposals on the table" and he indicated that a Somali withdrawal from the Ogaden would be a precondition for talks.

The crucial area in future fighting will be the rugged and dry Ambar mountains which run from east to west and form a northern barrier to the flat Ogaden.

It was the Somalis' failure to capture strategic mountain towns such as Harar and Dire Dawa in their offensive late last year which left them vulnerable to counter-attack.

Military analysts predict a two-pronged Ethiopian offensive with one column heading north-east from Dire Dawa along the railway line to Djibouti, then turning south to outflank the Somalis. The other offensive would push east from Harar through Jijiga to the Somali frontier.

In Rome to-day, an Ethiopian spokesman said the Soviet Union and Cuba had sent only about 100 military advisers and doctors to help his Government and had not given more than $1m. worth of military aid.

Major Girma Neway, chairman of the Ethiopian Revolution Information Centre, told a news conference: "We only get medical and technical assistance."

He added: "We have reliable information that Egypt, Saudi Arabia and Iran are airlifting well over 7,000 troops into Somalia to help boost the Somalia army."

Rejectionist backing for Addis

BY MICHAEL TINGAY

CAIRO, Feb. 7.

SOMALI SOURCES argue that the Soviet Union has much to gain by an invasion of Somali territory "particularly since Somalia is virtually friendless."

It has become apparent in recent weeks that those Arab States opposed to President Sadat's peace initiative with Israel are leaning towards the Soviet/Ethiopian side in the conflict in the Horn. "Moscow is using the current inability of Arab States to act together to speed up a process which will destroy the Arab world as a strategic entity," the sources said.

Analysis from Mogadishu predicts that the invasion force would take over the triangle marked by Hargeisa, Berbera and Zeila which contains almost two million people. The Soviet Union would then maintain that this was an Ethiopian matter and offer to mediate between Mogadishu and Addis Ababa.

The sources said "They will use the occupation of the north in the name of Ethiopia as a means of imposing a federal solution like that proposed last year when Fidel Castro and Mr. Nikolai Podgorny visited the area."

President Siad Barre's position, if the predicted invasion takes place, would be untenable. Already under serious internal pressure, the Somali leader has been hopping from army camp to army camp for weeks in fear of assassination attempts, according to Western intelligence sources. In the event President Barre might not be entirely certain of the loyalty of his defence minister, Mr. Muhamed Ali Samatar, who was elevated to be first vice-president last year and is thought to be close to Moscow for practical, as well as ideological, reasons.

Marcos outlines plans for election

By Our Own Correspondent

MANILA, Feb. 7.

PRESIDENT Ferdinand Marcos to-day signed a new election code to govern the coming Philippine national elections, which he moved back by five days to April 7 to give candidates more time to prepare.

The elections are for 165 seats of a 200-member interim national assembly, which Mr. Marcos says he is organising to bring the Philippines back to political normality, after more than five years of his one-man rule under martial law. Twenty seats are to be filled by appointments from Mr. Marcos's Cabinet, while elections in the youth, agriculture and labour sectors will determine the remaining 14.

Mr. Marcos has repealed an earlier decree banning persons facing subversion and other charges from running in the elections. This, in effect, would allow imprisoned opposition leader, former senator Benigno Aquino, to seek election.

Kashmir talks

By K. K. Sharma

NEW DELHI, Feb. 7.

PAKISTAN'S continuing demand for self determination for the people of Kashmir is likely to be the main subject for discussion when General Zia-ul-Haq, Pakistan's ruler and chief martial law administrator, visits Delhi soon for talks with Mr. Morarji Desai, the Indian Prime Minister.

The intractable Kashmir issue has come to the fore during the visit to Islamabad of Mr. Atal Behari Vajpayee, the Indian Foreign Minister. This is the first visit by such an Indian minister to Pakistan in 11 years. India's position is that Kashmir is an inalienable part of the country, while Pakistan has demanded a plebiscite to settle its future. The two countries have been to war three times over the issue since independence.

China 'seeks to buy Australian uranium'

BY COLINA MacDOUGALL

CHINA will send a high level mission to Australia within the next few months to discuss purchases of uranium, government officials said in Canberra yesterday. A team from Peking is due in Sydney within the next few months for talks with Mr. Doug Anthony, the deputy prime minister, who also holds the trade and resources portfolio, according to Reuter.

The Chinese are expected to discuss trade generally, but the mission will include several nuclear experts. It will be the first time China has had official talks with Australia on the supply of uranium, though the subject was mentioned in general when the Prime Minister and other ministers visited Peking over the last two years.

The Australians will find it difficult to sell uranium to China without strong guarantees that it is strictly for peaceful purposes since they are signatories to the nuclear non-proliferation treaty. Furthermore there might be strong Australian opposition in view of the risks inherent in the use of nuclear fuels even for power generation.

The Chinese are apparently seeking uranium from other countries and had talks with Canada last week. In view of Peking's huge purchases of wheat from Australia, Canberra may find itself under some pressure to fall in with Chinese requests since the balance of trade is very much in its favour. Canada is in a very similar situation, and it is not beyond the Chinese to exploit the competition to sell grain.

The Chinese are not known hitherto to have imported uranium, though in the early 1970s Gabon apparently offered to sell them some. The U.S. Bureau of Mines, in a 1975 report affirmed that domestic Chinese sources were at that time more than adequate, but with Peking's current ambitious plans for economic development it may no longer be enough. Electric power was publicly picked out on several occasions last year by official Chinese sources as unreliable and insufficient.

Discussions with visiting foreign teams on nuclear powered generation do not seem so far to have reached fruition, and the extent of Chinese research on the subject is not known. Up till now, the U.S. Bureau of Mines believes, China's own resources of uranium have been more than enough. Uranium ore has been extracted from Chuannan in Kiangsi province and Weiyuan in Kwangtung, it reports, and it has also been recorded as occuring in Sinkiang, Manchuria, Inner Mongolia, Chinghai and southwest China.

Early this month a leading Chinese scientist said that China was studying the nuclear generation of power, and the question appears to have been discussed recently with both French and West German industrialists.

The recent high-level French delegation included the chairman of Alsthom-Atlantique which is hoping to sell a coal-fired power station to the Chinese and the general manager of Creusot-Loire which hopes to sell them a nuclear power station.

What information there has been until now appears to have come from the Czechs, who at one time assisted the Chinese in processing uranium. As far as military uses are concerned, Prague radio said several years ago that the Chinese were using lithium-7, a cheap and easily obtainable mineral obtainable in Sinkiang and the Upper Altai, as a thermonuclear fuel. The Czechs at that time believed that Chinese nuclear research was up to world levels. Since then, the Chinese have exploded their 21st nuclear device (in November 1976), at four megatons the biggest so far.

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Lebanese recruits in clash with Arab troops

By Ihsan Hijazi

BEIRUT, Feb. 7.

SYRIAN TROOPS of the Arab peace-keeping force clashed to-day with Lebanese soldiers stationed at the military academy on the main Beirut-Damascus highway. Initial reports put the number of casualties at two killed and three wounded.

Syrian soldiers backed by armoured personnel carriers sealed off Fayadiyah, a suburb east of here where the academy is located, and the highway was closed to traffic during the four-hour shoot-out.

This was the first clash of its kind since 30,000 Syrian troops came here 15 months ago to maintain law and order at the end of two years of civil war. During the last months of the war, Syrian regulars backed Right-wing Christian militiamen who were battling Palestinian guerillas and their Lebanese, Moslem and Left-wing allies. The military academy, which is not far from the Ministry of Defence and Presidential palace, was in the hands of Right-wing factions in the Lebanese army, which broke up and disbanded during the strife.

A communique from the command of the Arab force blamed the clash on unruly elements among new Lebanese army recruits. It said the shooting followed a personal argument between the recruits and Arab forces at a roadblock. Eyewitnesses said the recruits ran into the academy for protection and support after shots were fired during the argument.

The Lebanese army command has engaged in recruiting to boost the ranks of the new army. A core of about 4,000 men has already been established.

NAMIBIA'S SEARCH FOR INDEPENDENCE

The West races against time for a formula

BY QUENTIN PEEL IN WINDHOEK AND MARTIN DICKSON IN LONDON

THE PROSPECT of imminent independence has largely passed by the town of Windhoek, capital of the disputed territory of Namibia (South West Africa). The country's three European languages—Afrikaans, German and English—predominate in the shops, offices and hotels of the town, itself a curious mixture of German colonial and modern South African styles. The languages of the indigenous peoples are still confined to the kitchens and sculleries. A future ruled by a black majority government seems light years away.

Yet Namibia is heading towards independence. The vital question yet to be answered is what form this will take. In an attempt to head off a unilateral solution imposed by Pretoria, the five Western members of the UN Security Council have been trying since last April to work out an internationally acceptable settlement with South Africa and Swapo, the Namibian nationalist organisation.

These efforts will reach a climax this week-end when the Foreign Ministers of the five countries hold separate "proximity" talks in New York with Mr. Pik Botha, their South African counterpart, and the leaders of Swapo. Having failed to break the deadlock between the two, the West is tabling its own compromise settlement proposals. Time is not on the side of the Western initiative. South Africa has hinted that it may go ahead unilaterally if there is no progress soon. With Pretoria and Swapo still far apart, there are growing fears the initiative may be close to collapse.

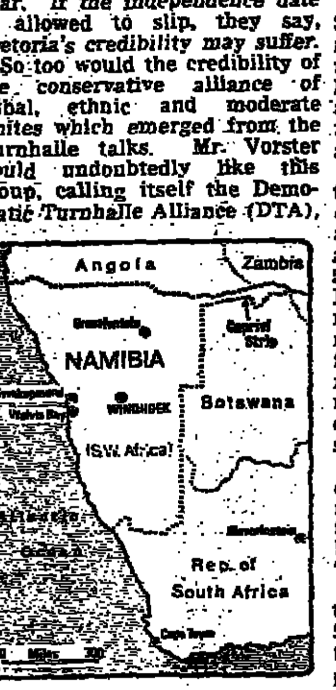
In Windhoek, there is a widespread belief among whites that a radical black movement like Swapo will not be taking over control of the territory, with its rich reserves of uranium and diamonds.

In the thickly carpeted lobby of the town's premier hotel, some 100 Swapo followers stage a rowdy demonstration for the benefit of Western diplomats involved in the five-power initiative. Waving placards demanding the total withdrawal of South Africa, singing liberation songs, they have their say—barely disturbing the visiting tourists from West Germany and South African businessmen, drinking coffee in the lounge.

The few uncommitted observers in Windhoek are extremely sceptical about future of the Western initiative. So far South Africa has made most of the concessions, a fact largely dictated by the nature of the exercise, for it is Pretoria, not Swapo, whose control of the territory is internationally unacceptable. South Africa has abandoned its plans for an interim Government based on a constitution drawn up by the South African sponsored Turnhalle conference—a constitution which reinforced Namibia's division into 11 ethnic groups.

South African negotiators declare that since they promised in 1975 to grant Namibia independence by December 31 this year, elections for a constituent assembly must take place by mid-year. If the independence date is allowed to slip, they say, Pretoria's credibility may suffer.

So too would the credibility of the conservative alliance of tribal, ethnic and moderate whites which emerged from the Turnhalle talks. Mr. Vorster would undoubtedly like this group, calling itself the Democratic Turnhalle Alliance (DTA), to win. The DTA itself argues that to do so it must be able to show that the original independence date is immutable.



But there may be an element of bluff about this. Asked what is more important, a fixed independence date or international recognition, one senior South African negotiator says the most important thing is the creation of a viable, stable state with the support of the majority of the people.

One school of thought argues that South Africa has been cynical about the Western initiative from the start, going along with it but assuming that Swapo will never accept Pretoria's minimum conditions. The tactic would be to demonstrate Swapo's "unreasonableness" in the hope that Pretoria could avoid blame for any breakdown in negotiations—and could then try to persuade the West to back its "internal" solution.

For its part, Swapo has been openly and consistently dubious about the initiative. Mr. Sam Nujoma, the movement's president, has described it as an attempt to "bail out" the South Africans. The nationalists' scepticism is reflected in their "negotiations" with the five, described by one senior diplomat as "desultory."

Some people believe Swapo is playing into the South Africans' hands; and while there is no division within Swapo on the ultimate aim of a complete transfer of power, the movement may not be entirely united over its attitude to the negotiations themselves. There are those in Swapo who recognise that South Africa may be winning propaganda points, and they are unhappy about it, though this is not a view shared by Mr. Nujoma.

Nevertheless, Swapo's deep distrust of the South Africans is understandable. The movement believes Pretoria has no real intention of handing over power and cites recent incidents in the north Namibian Ovambo "homeland"—the heartland of Swapo's support and the main area for its sporadic guerilla attacks—as justification.

Despite South Africa's relaxation of emergency laws in the north, Swapo's deputy chairman and other officials were picked up by the police in December and detained for a week-end. Shortly afterwards police, aided by local tribal soldiers, broke up an apparently peaceful Swapo meeting in Ovamboland with teargas after Turnhalle supporters had tried to disrupt the meeting, according to Swapo. A similar incident took place last week-end in the remote Caprivi Strip.

There is also continuing South African military investment in the territory, including the recent purchase of some 40 houses in the capital, Windhoek, and the allocation of a large tract of land on its outskirts for a new army headquarters.

Against this background, the troops issue will be hard to overcome. South Africa has apparently agreed to withdraw all but about 3,000 of the 20,000-50,000 troops stationed in Namibia. But they want some to remain operational along the northern border with Angola, from which country Swapo mounts its raids. Pretoria does not want UN forces to have an operational, but merely an observer role.

Swapo is sticking to the letter of UN resolution 385, which demands the total withdrawal of the South African military before elections, to be held under "UN supervision and control."

The West is trying to bridge this gap by suggesting that South Africa keep about 1,500 troops as a symbolic presence, probably confined to barracks in the North.

Even if this obstacle is overcome, however, there are others to tackle: the relationship between the head of the UN force and South Africa's Administrator General has to be defined in a way that will get Security Council backing, and so far the South Africans are not prepared to accept a wording which speaks of UN "control."

Another hurdle could prove to be the status of Walvis Bay, annexed by Britain in 1884 to the then Cape Colony. Swapo wants South Africa to hand the enclave over to Namibia but Pretoria has threatened to break off talks with the five powers if the status of Walvis Bay is disputed. The enclave is the only natural deep water port between Angola and South Africa, so while Pretoria argues that it is essential for defence purposes, Swapo says that it is vital for Namibia's economic independence. But the nationalists may not press this point in talks with the West.

If South Africa were to go ahead alone with elections the anti-Turnhalle forces in the territory would face a dilemma. Already the leaders of Namibia's influential churches, who have little sympathy for the Turnhalle alliance, are mooting the formation of some sort of broad front to oppose it, enjoying at least tacit Swapo support. Whether such a front would receive the backing of the more militant external Swapo leadership is doubtful.

As far as the Western initiative is concerned, there is clearly a danger that it will degenerate into little more than an exercise in diplomatic face-saving, with both the principal protagonists blaming the other for failure.

FINANCIAL TIMES, published daily except Sundays and holidays. U.S. subscription $200.00 (air freight) $365.00 (air mail) per annum. Second class postage paid at New York, N.Y.

AMERICAN NEWS

Snow storms bring chaos to North-East

BY JOHN WYLES

NEW YORK, Feb. 7.

THE WORST SNOW storms since 1947 have brought widespread chaos to the U.S. North-East, disrupting air and road communications and halting a broad range of commercial activities.

Drifting snow whipped up by gale-force winds has closed major motorways in the states of Connecticut and Massachusetts while many others which have been kept open in New York and New Jersey are inaccessible because of stranded cars blocking service roads. Kennedy, La Guardia and Newark airports were closed this afternoon and did not expect to be reopened at least until to-morrow morning.

Snow was still falling in New York this morning, more than 30 hours after the storm first struck. About 18 inches has so far collected in the New York area, while Boston, which suffered power failures earlier to-day, was expected to be deluged under 24 inches before the storm passes.

This latest inundation came only 16 days after the North-East had suffered a 12-inch fall which had revealed a lack of preparedness in many areas. New York City had little more than half of its snow ploughs available because of mechanical breakdowns, but during the last 24 hours the city's Sanitation Department has performed much more creditably and kept the main avenues passable, if only just, for buses and cars.

However, the city was ghostly quiet to-day because thousands of office and shop workers either elected or had been told to stay at home. Most banks were closed, and although the stock exchanges opened this morning trading was light and brokerage firms were already counting the cost of the weather in lost commissions.

According to latest forecasts the snow was expected to have passed over the New York area by early afternoon. However, temperatures well below freezing are predicted at least until Saturday.

Canadian economy may miss targets

By Victor Mackie

OTTAWA, Feb. 7.

THE CANADIAN Government's goals for the economy over the next four to five years may fall short because of poor performance in 1978, according to a confidential Government report. The report was issued to-day to reporters by Mr. Ed Broadbent, leader of the opposition New Democratic Party.

It sets out proposed targets for real economic growth, inflation and unemployment for the years to 1982. The paper will be presented to provincial premiers at a three-day economic summit meeting in Ottawa next week. The paper has already been used behind closed doors at the current round of federal provincial meetings on the economy.

He said the document proved that the premiers' summit conference was called by the Prime Minister as an electoral springboard.

The 103-page paper sets out targets for the economy but then adds that it will be a challenge to achieve even the average projected growth rate of 5.5 per cent. this year. The paper notes that most forecasts now see real growth in the economy in 1978 at between 4 and 5 per cent. In addition it expects a rise in the rate of unemployment. Seasonally adjusted unemployment fell by 0.2 per cent. to 8.3 per cent. in January, however.

General Motors record profit; Dutch buy Dillard Stores, American Cyamid upturn and other American Company News .... Page 22

Tentative agreement leaves coal strike end in doubt

BY STEWART FLEMING

NEW YORK, Feb. 7.

THE BARGAINING Council of the United Mineworkers' Union (UMW) was meeting this morning to examine a tentative agreement which could end the 64-day-old U.S. coal strike, the longest strike in the 88 years of the union's history.

The agreement between the negotiating teams of the UMW and the Bituminous Coal Operators' Association was announced late yesterday. There is, however, considerable uncertainty about whether the tentative agreement will lead to an early return to work by the 160,000 UMW members.

Only broad outlines of the pact have been released and these provide, among other things, for an increase in average pay, over the three-year life of the contract, of $2.35 an hour to $7.80 an hour; and for total benefits, including wages, to increase by 37 per cent.

The 39-member council, comprising the executive Board and district presidents of the union, has to approve the settlement before it can be put to the miners for a vote. But at its meeting this morning, the council will be presented with only a summary of the agreement because the full text has yet to be agreed. Few observers are expecting the council to agree to the final wording without having seen it.

Even when the full text is ready for the bargaining council, in the next day or two, its reaction will be unpredictable. Mr. Arnold Miller, the UMW president, may not command enough support, after bitter union feuds in the past year, to carry some of the more unpalatable proposals in the pact past fierce internal opposition. Even some coal management sources are predicting that further negotiations will be needed between the union and management before the council approves the proposed settlement.

It would then be up to the men to vote on the agreement. This would probably be a protracted process. Even if it were to go smoothly, it would take at least ten days for miners around the country to vote. It is already clear, however, from their reaction to leaks of the tentative agreement, that there are elements in the package which many miners will find hard to stomach, even after 64 days without wages.

Welfare funds

One of these is the proposal for trying to reduce the number of unofficial strikes — the greatest for any industry in the U.S. The proposed agreement provides that miners who go on unofficial strike must make up to the health and welfare funds revenues which consequently have been lost. Miners are already expressing anger about this plan to penalise them for unofficial strikes, many of which, they claim, are deliberately provoked by management.

Moreover, it is not clear how the penalty system will work. This is because the health and retirement funds in the industry are to be closed down. When they were established 30 years ago, they were a landmark in U.S. wage bargaining. They provided miners with a scale of benefits which still does not exist in many other industries. Now, instead of a welfare pool for the industry, each coal company would, if the agreement is secured, provide its own health scheme to a guaranteed level of of benefits.

The welfare funds have been a symbol of the strength of the union, and abolition of them would be bitterly opposed by the members, especially if, as seems likely, the minimum benefits scale is to be less generous than the previous system, under which the miners did not have to pay for hospital care.

For all these reasons, the outlook for an early return to work by the miners is still uncertain. On the other hand, each day of continued strike that passes increases the threat to U.S. power supplies.

So far, no widespread disruptions have occurred in electricity supplies, although the combination of bad weather and the strike has led to spot electricity shortages, particularly in some Mid-West States. One reason why the nation has been able to cope with the strike so far is that coal accounts for only about 20 per cent. of U.S. energy supplies. Another is that, of the 650m. tons of coal produced each year, only half comes from pits organised by the UMW. Non-union mines have continued to operate.

When the strike began, official forecasts suggested that it would take a stoppage of between 90 to 120 days before widespread power dislocations began. The strike is now 64 days old, with a settlement only just coming into sight and concern is mounting. Now, however, the coal companies can say that they, at least, have met their responsibilities. Political and public pressure for a settlement will focus on the union.

Gas price initiative raises hopes for Energy Bill

BY JUREK MARTIN, U.S. EDITOR

WASHINGTON, Feb. 7.

THERE NOW seems to be a strong chance of resolution of one of the two big sticking points which have left the Energy Bill stalled in Congress—the deregulation of natural gas prices.

Until now, the Senators on the joint congressional conference committee on energy have been evenly and bitterly divided (nine against nine) on the issue. But both sides—one purporting to represent consumers, and under the leadership of Sen. Henry Jackson of Washington, the other a coalition of Conservative Republicans and oil state senators under Sen. Bennet Johnston of Louisiana—have come up with new proposals which seem to form the basis for compromise.

Sen. Jackson, a vigorous advocate of keeping federal price controls, has reportedly offered the following formula—raising the price of newly-discovered natural gas from the present $1.48 per 1,000 cubic feet with annual rises to take account of inflation until 1984 when controls on the price of newly-discovered gas would be ended. The re-instatement of controls would be allowed if price rises got out of hand.

The gas producers, which had hitherto pressed strongly for deregulation are now pressing for a rather higher initial price—$1.90 per 1,000 cubic feet—and an end of controls at the start of 1983 (rather than at the end of 1984), with more generous allowances for inflation. But the gap between the two parties appears bridgeable.

The Carter administration originally proposed an initial price of $1.75, plus the indefinite retention of controls and their extension to the currently unregulated gas which is produced and consumed in its state of origin. However, it appears likely that the White House will accept a compromise version along the lines now being projected.

If agreed to, and if accepted by the House of Representatives members of the conference committee, this would mean that the conferees would be left with one main element of the energy package outstanding—the wellhead tax on crude oil designed to bring the domestic price up to the levels in the rest of the world.

There is, however, little sign that this thorny problem can be easily resolved. Sen. Russell Long, a tax expert whose close ties to the oil industry have been well documented, is not bothering to conceal his doubts that any compromise can be reached.

The Administration proposed that the proceeds of the wellhead tax should be returned to consumers, whereas Sen. Long wants at least a good proportion earmarked for the industry so as to encourage exploration and production.

With higher social security taxes taking their toll on consumers, the administration is aware of the difficulty Congress will have especially in an election year, of approving further increases in domestic energy prices or higher taxation.

Whatever emerges from the conference committee has to be submitted to both houses of Congress for approval. The House of Representatives passed its version of the energy bill by a relatively slim margin last summer, and, the longer the process drags on and the more unsatisfactory the final product, the greater will be the chance of the House reversing itself, especially as the primary election season approaches.

Pressure on China policy

BY DAVID BELL

WASHINGTON, Feb. 7.

PRESIDENT CARTER was meeting to-day two senior U.S. diplomats who have both publicly called on the Administration to re-open U.S. diplomatic relations with China.

He was due to review the Administration's China policy first with Mr. Mike Mansfield, the U.S. ambassador to Tokyo and formerly the Democratic majority leader in the Senate. Mr. Mansfield has made no secret of his view that the U.S. should move to re-establish relations with China, even if that meant a break with the nationalist Chinese Government on Taiwan.

More recently, Mr. Leonard Woodcock, the leader of the U.S. mission in Peking, has said publicly that the U.S. must soon establish full relations with Peking.

But the Administration has its own reasons for not wanting to raise the Peking issue now. It needs all the support that it can get for the Panama Canal treaty and on any strategic arms treaty, if and when agreement is reached on arms reduction. Many members on the Senate, particularly those on the Right, link these issues with Taiwan. They fear that President Carter may be preparing to sell out the anti-Communist government there.

Their feelings are summed up in a bumper sticker to be seen on cars in the Washington area. It reads, "To-day Panama, To-morrow Taiwan." The Administration wants Panama and strategic arms out of the way before it turns to China.

Mr. Woodcock, the former head of the United Auto Workers Union, is said to have been a great success in China and to have met many Chinese officials who had not been previously introduced to Americans. He was appointed by Mr. Carter, whom he supported early in his presidential election campaign

WORLD TRADE NEWS

Australia in GATT agreement

By Kenneth Randall

CANBERRA, Feb. 7.

AUSTRALIA and the U.S. have agreed to work "closely together" in the GATT multilateral trade negotiations in Geneva. The two main areas singled out for co-operation are liberalisation of agriculture and the need for effective controls on the export of subsidised products to traditional markets.

These have become the main issues in Australia's year-long argument with the EEC over access to Europe and alleged European "dumping" of commodities in third countries to which Australia had previously been a supplier.

The Australia-U.S. agreement on co-operation emerged from a meeting in Canberra to-day between Mr. Fraser and one of President Carter's deputy special trade representatives Ambassador Alan Wolff. In a formal joint communique afterwards, the two men said that in considering agricultural trade on a global basis they had discussed beef and wheat in particular.

They had established a number of areas of common view and agreed that unless there was liberalisation of trade in agricultural products, parallel with that for manufactured goods "there would be no balance in any negotiations in terms of the totality of world trade."

The statement said: "In this regard, both sides stressed that the Geneva negotiations could not be concluded successfully without substantial progress being made in agricultural trade liberalisation, including added disciplines over the use of export subsidies and other trade-distorting measures."

European fibre makers' plan to cut output

BY DAVID BUCHAN

BRUSSELS, Feb. 7.

AN AGREEMENT between Europe's major synthetic fibre producers to cut excess capacity may be near, following a meeting between Viscount Etienne Davignon, EEC Industry Commissioner, and top companies including Courtaulds and ICI.

The Commission has been conducting discussions since last autumn with the 13 producers that dominate the European synthetics market.

But it had been held up because the Italian Government refused to curb expansion plans.

EEC and industry say the Italians "significantly shifted their position" at yesterday's meeting.

After a recent meeting between Viscount Davignon and Sig. Donat-Cattin, the Italian Industry Minister, Italy agreed to a temporary cut in production capacity from 620,000 tonnes last year to just over 500,000 tonnes by the end of this year, one source said.

The non-Italian producers have cut capacity for the past two or three years because of heavy losses.

They have insisted that Italy also makes sacrifices if cuts are to be co-ordinated at the European level to get rid of the surplus capacity affecting the market and depressing prices.

Though Italy plans to restore its synthetic fibre capacity to over 600,000 tonnes a year by 1980-81, it is felt that the promised Italian cut before that may help.

The companies represent over 90 per cent. of total EEC production. They are Montefibre, SNIA, ANIC, STR of Italy, Bayer and Hoechst of West Germany, ICI and Courtaulds of the U.K., Rhone Poulenc of France, Akzo of Holland and Fabelta of Belgium.

The U.S.-based companies Monsanto and Dupont are believed to have indicated that they will co-operate with voluntary agreement, but they have not been directly involved, possibly to avoid problems with U.S. anti-trust law.

On the assumption that there would still be surplus capacity by 1980 even if no new plants were opened, the Commission first asked EEC Governments last summer not to aid expansion for two years.

It then asked the companies to freeze capacity at last September levels.

But that was not considered enough. Forecasts for all of Western Europe show that shipments are likely to be 2.3m. tonnes in 1981 from 2m. tonnes in 1978, but short of likely production capacity in 1981 of 2.7-2.8m. tonnes (3m. tonnes in 1976). The Commission has since last autumn tried to negotiate co-ordinated cuts with the companies.

EEC officials, who want to see similar rationalisation schemes for steel and shipbuilding, says that the smaller number of producers of synthetic fibres should make agreement easier.

But they point out that an agreement will have to be sold to the unions, and also approved by the full 13-member EEC Commission, who will have to consider its legal implications for competition rules, and member governments.

It is hoped that cutting capacity (only about two-thirds used at the moment) would reduce EEC companies' losses which amounted to some $1bn. in 1975 and $600m. in 1976.

EEC officials say losses for last year, when fully published, are expected not to show much improvement on previous years.

Swiss clothing exports up 14%

BY JOHN WICKS

ZURICH, Feb. 7.

EXPORTS of the Swiss clothing industry rose by 14.4 per cent. last year to Sw.Frs.546.5m., export prices having risen over 1976 levels by only some 4 per cent. Sharp increases in exports were booked in value terms to the important West German market, which takes about one-third of all Switzerland's foreign sales, and to France, Benelux and Italy.

Imports of ready-made clothing went up by almost exactly the same rate, rising 14.3 per cent. to Sw.Frs.1.8bn., though this was brought about largely by a 12.3 per cent. growth in import prices. Well over one-half of the volume came from the neighbouring countries West Germany, Italy and France. The rise in clothing imports from Asian countries was less marked than in former years, going up by only 5.8 per cent., although Hong Kong is still the fourth most important foreign supplier to Switzerland while South Korea and Taiwan are among the top ten.

The Swiss cotton processing industry has at the same time announced growing concern at the development of its market. Cotton spinning production was higher by a modest 2.6 per cent. in calendar 1977 and that of cotton weavers by 3.5 per cent. but second-half figures were down by 4 per cent. and 0.4 per cent., respectively, on the second half of 1976.

Exports of cotton yarn fell in volume terms by 12 per cent. to 12,615 tonnes for the year as a whole—major markets remained Austria, West Germany and the U.K.—although there was a 6 per cent. increase in export value to SwFrs.179m. At the same time, imports were up by 30 per cent. in volume and 42 per cent. in value. However, imports of cotton yarn are still little more than 10 per cent. of domestic output.

Switzerland's exports of woven cotton fabrics rose sharply in 1977, increasing by 22 per cent. to Sw.Frs.453m., or substantially more than the Sw.Frs.179m. worth of imported cotton fabrics.

U.K.-Japan motor talks

By Charles Smith

TOKYO, Feb. 7.

REPRESENTATIVES of the Japanese and British motor industries began two days of talks in Tokyo to-day on the prospects for Japan's car exports to the U.K. this year.

Mr. David Plaistow, of Rolls-Royce, who is heading the British was expected to ask the Japanese motor manufacturers to reduce their share of British car registrations to within 10 per cent. from last year's 10.6 per cent.

But the Japanese Automobile Manufacturers' Association appears likely to avoid a definite commitment.

It is expected to offer an undertaking similar to a year ago to the effect that "no significant increase" in market share is foreseen by Japanese exporters.

Japan's share of the U.K market rose from 9.4 per cent. in 1976 to 10.6 per cent. last year.

The U.K. industry is likely to have pointed that out with some force, but Japan is likely to have stressed that European exports to the U.K. rose faster than Japanese exports.

Nippon chief to visit Peking

TOKYO, Feb. 7.

TOSHIO DOKO, president of the Japanese Federation of Economic Organisations, and Hiroshi Inayama, chairman of Nippon Steel, are planning to visit Peking this month to sign an agreement involving more than $20bn. in trade with China over the next eight years.

Japanese companies will export industrial plant and equipment in exchange for crude oil, coal and other raw materials. Oil shipments could total 110m. barrels a year.

AP-DJ

$14m. glass plant

Panama will build a $14m glass container plant, financed by U.S., Panamanian and West German investors, Reuter reports from Washington.

Colour TV sales drop

TOKYO, Feb. 7.

JAPAN'S COLOUR television exports in calendar 1977 fell 15.8 per cent. to 4.42m. sets from 5.25m. in 1976, when it rose 90.5 per cent. The Japan Electronic Industry Association said the decline followed a 28 per cent. fall in exports to the U.S. to 2.13m from 2.96m. in 1976 following an agreement to curb exports from last July. Japan is limiting exports to the U.S. to an annual ceiling of 1.75m. sets for three years.

Exports to Saudi Arabia rose 440 per cent. to 150,300 from only 27,800 in 1976, and those to Kuwait rose 129 per cent. to 99,500 from 43,400 it said.

Japan's total colour television production in 1977 fell 8.5 per cent. to 9.63m. from 10.53m. in 1976. Production in December totalled 800,000 sets, down one per cent. from 807,000 in November and 19 per cent. from 991,000 in December, 1976, while exports totalled 318,000, up one per cent. from 305,000 in November but down 45 per cent. from 576,000 in December, 1976, the association said. Reuter

British companies urged to enter defence markets

BY MICHAEL DONNE

U.K. COMPANIES now have "an unprecedented chance to enter the U.S defence market," Mr. Percy Norris, U.K. commercial Consul in Philadelphia, said.

Addressing representatives of over 170 U.K companies at a seminar in London on "Selling to the U.S Military" he said the new opportunities were a result of the Memorandum of Understanding and Co-operation Arrangement between the U.K and the U.S on defence procurement—the so-called "two-way street" in defence deals.

It was pointed out at the seminar, organised by the British Overseas Trade Board's north American advisory group, together with the U.K. Defence Manufacturers' Association, that with over 40,000 buyers in about 100 major buying offices in the U.S., spending about $45bn. annually, the Department of Defence is the largest and most varied purchasing organisation in the U.S.

"It contracts not only for equipment and supplies but also for research, engineering and support services. Items purchase range from spectacles to combat helmets, tanks to aircraft, radios to computers, bullets to missiles, plus a wide assortment of supporting parts and components," said Major-General Olenchuk former director of materials acquisition for the U.S. Army.

Mr. Tony Perry, chairman of Perry International of Philadelphia, said that to be successful, a British company "must recognise the fact that they will need to adopt a marketing approach to the buyer which will initially be unfamiliar to the company, also that the commitment will have to be over a reasonably long period of time."

$20m. Arabsat contract soon

By Rami G. Khouri

AMMAN, Feb. 7.

ONE OF three short-listed groups will be chosen in the second half of this month as consultants for the Arabsat regional satellite telecommunications project, in a contract expected to be worth some $20m.

The three in the running are the AEA Group, which includes Arab, European and American companies; Teleset of Canada together with Cable and Wireless; and Comsat General of the United States.

A total of 16 Arab states are jointly undertaking the project, called the Arab Satellite Communications Organisation, with its headquarters in Riyadh, Saudi Arabia, at an estimated total cost of $160m.

The project involves launching a satellite into a fixed orbit 36,000 kilometres above the earth by 1980. The satellite will relay telephone, telex and television communications among the Arab states, with a capacity of 6,000 telephone or 144,000 telex calls.

Ground control for the project will be in Riyadh, where a meeting will take place after February 15 to choose the consultants for the project, according to Arabsat vice-chairman Mohammad Ismail.

● Plessey of Great Britain has won a $1m. contract to supply and install three mobile automatic telephone exchanges in three Jordanian towns. The exchanges have a capacity of 1,000 lines each. Plessey is also engaged in negotiations for more similar contracts here.

U.S. SCOTCH MARKET

Sales down but outlook better

BY A SPECIAL CORRESPONDENT

FOR THE third successive year Scotch shipments to the U.S. have shown a decline, according to details per market and per category of Scotch shipments for 1977 released by Customs and Excise.

These show that exports to the U.S. last year fell 3.5 per cent. in volume compared with the previous year to 31.4m. proof gallons, though value edged up just over 1 per cent. to £148.7m.

Scotch whisky sales also fell for the third successive year in the U.S. The fall, as measured by tax payments, was 3 per cent. to 47.6m. U.S. tax (that is liquid) gallons. It was also more than 12 per cent. below the 1971 peak for Scotch consumption in the States of 54.3m. gallons.

Sales of Scotch bottled in Scotland apparently held up better last year, showing a 2 per cent. decline to 31.1m. gallons. Scotch shipped out in bulk for reduction and bottling in the U.S. saw a 5 per cent. drop to 16.5m. gallons.

The peak year for Scotch shipments to the U.S. was 1974, when volume shipped rose 17 per cent. to 37.4m. proof gallons and value advanced 20 per cent. to £131.8m. In the following year volume decreased 7.8 per cent. to 34.5m. gallons and value declined 4.3 per cent. to £126.1m.

The only ameliorating feature of 1976 was that while volume decreased 5.7 per cent. to 32.5m. gallons, value rose 16.5 per cent. to £147m. This value increase was due not to any increase in price of the bottled product—though there was some slight increase in the bulk shipments—but to the weak pound.

The 1976 total broken down clearly shows the supremacy of the bottled blend product in both volume and value. The pattern is reversed in breaking down last year's total.

First, bottled blends fell 5.57 per cent. in volume to 18,829,000 proof gallons and — largely because of the stronger pound and weaker dollar—their value also fell, by 0.28 per cent. to £121,819,000.

Second, bulk blends declined only 0.35 per cent. in volume to 12.4m. proof gallons—almost on level with the previous years—while their value, thanks to the stronger pound in which they are invoiced, rose 6 per cent. to £25.5m.

Of course, the average value per proof gallon is hit by this resumed swing to the bulk export/import. The average value per proof gallon of the bottled product is £6.5 and of the bulk product only £2.0.

Beside these major exports, bottled malts last year made an impressive 48.6 per cent. gain to 107,000 proof gallons and a 75 per cent. improvement to £1.3m. Bulk malt shipments almost disappeared, falling 82 per cent. to 6,000 proof gallons and 61.5 per cent. to a value of £15,000.

Of course, the first and easiest explanation is to hand, that in times of recession and less disposable income people are trading down and buying the Scotch imported in bulk, reduced and bottled in the U.S. But the market was harder and spending more limited for the average American drinker in 1976 than in 1977, and it is necessary to look beyond those circumstances of individual spending power.

Many explanations are offered, in all of which there is a grain of truth. There is evidently a strong polarisation of the market and while buyers of de luxe brands are not affected by the economic climate to any noticeable extent, many of the middle buyers of standard Scotches have lowered standards and opted for the bulk import. Those who began on the cheaper bulk import have either stayed on it or dropped out of the Scotch trade altogether.

White spirits initially hit Scotch hard, with their greater mixability and appeal to affluent youth bent on experimenting. But that phase is passing. This, allied with greater Scotch advertising and promotion, helps explain the gradually diminishing size of the annual volume percentage decrease in shipments.

More serious for the moment is the current craze for drinking wine instead of spirits before and during meals. Where spirits consumption overall is fairly static, sales of both imported and domestic wines have been gaining ground fast. The type of wine selected for this current and temporary boom is table wine only.

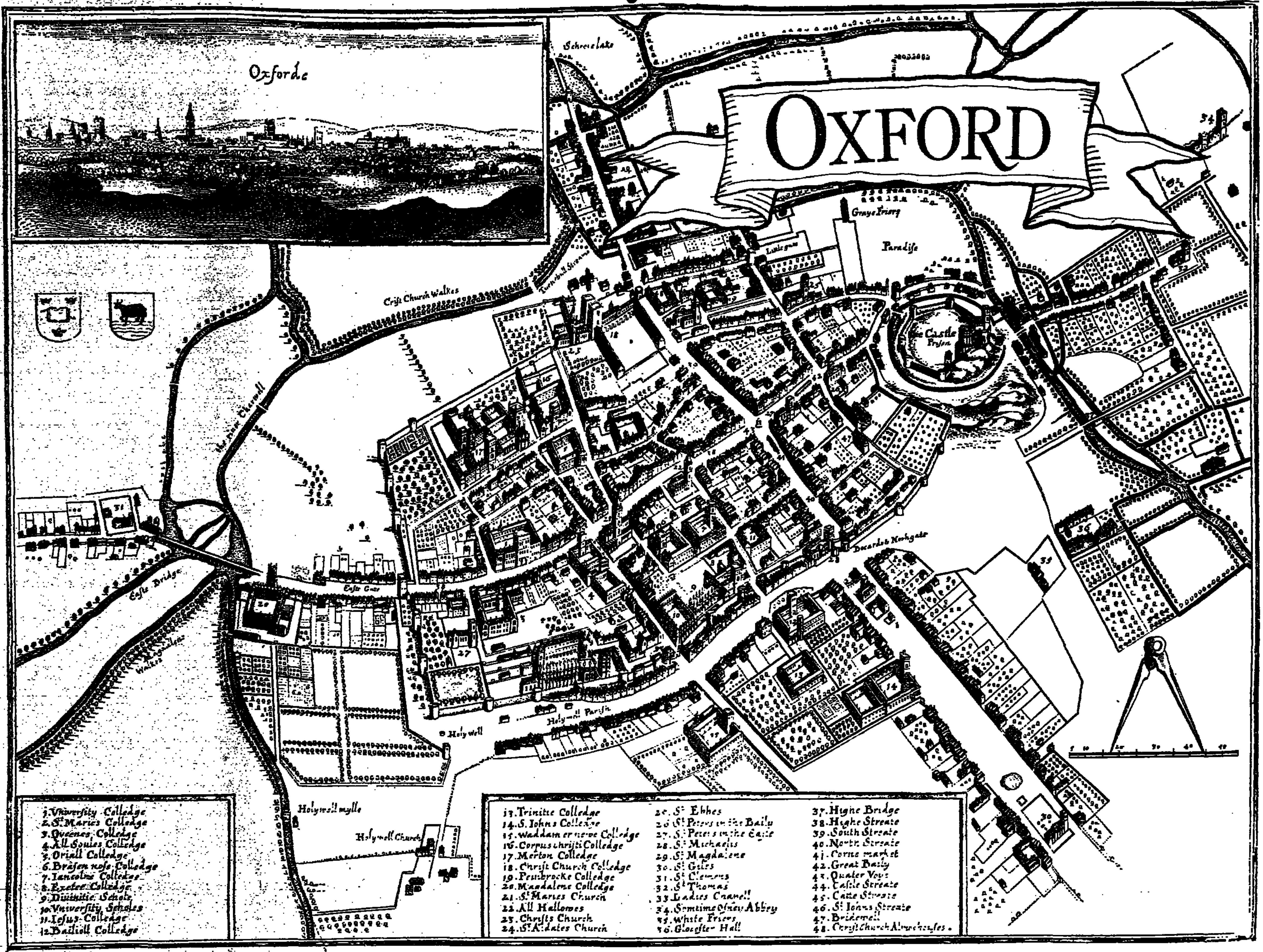
Vermouth consumption is decreasing, chiefly because it was always a mixer with spirits, and fortified wines—except to a lesser degree sherry from Spain—have always been associated with the cheap drink and drunk in the U.S.

However, it is a firm conviction of many producers, importers, distributors and retailers of spirits in the U.S. that the wine boom is both limited in public acceptance and will soon become a thing of the past, leaving imported spirits to fight it out with American.

But it is generally agreed that Scotch and Canadian whiskies will soon dominate the whole American whisky scene, with domestic whiskies occupying a secondary place. The immediate outlook for Scotch is not rosy, but signs of recovery are to be discerned, although this may mean the final dominance of the bulk imported product.

هكذا من الأصل

How Philips lead in the efficiency business. No.1



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FT1

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World oil surplus forces down North Sea prices

BY RAY DAFTER, ENERGY CORRESPONDENT

NORTH SEA oil producers have been forced to cut contract prices by as much as 10 cents to 15 cents a barrel because of a continuing glut of world crude oil supplies.

The premium for light, low sulphur crude is said to be diminishing as a result of the surplus. Oil from the Norwegian Ekofisk Field is reported to be selling for about $13.75 to $13.80 a barrel, with its previous 5 cents to 10 cents premium over U.K. Forties Field crude now virtually eroded.

The lowering of North Sea oil prices is in line with the worldwide trend, *although companies* operating in the U.K. and Norway have more pricing flexibility than those in areas covered by the Organisation of Petroleum Exporting Countries. Petroleum Intelligence Weekly says in its latest report that profit margins on North Sea oil are still about *$2 to $3 a barrel.*

In spite of the trading difficulties, market reports suggest that British National Oil Corporation has obtained favourable prices for its first contract sales.

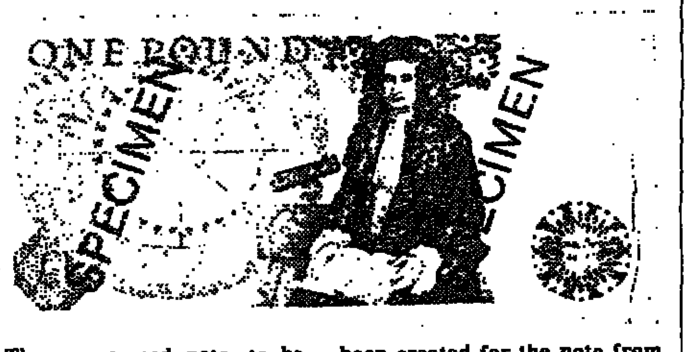
A consignment of oil from the Thistle Field, which is about to come on stream, is said to have been sold to Continental Oil for about $13.73 a barrel. Oil from Beryl Field, being sold by the State Corporation on behalf of British Gas, is believed to have been bought by Shell for $13.75 a barrel.

These prices, hitherto a closely-guarded secret, will be studied closely by oil traders for there is keen interest in the British National Oil Corporation's new and growing role as an oil marketer.

Within the next few years it could become responsible for the disposal of about half of Britain's North Sea oil production, selling perhaps 800,000 to 1m. barrels a day—the equivalent of £38m. worth of oil a week at current prices.

By the early 1980s the State Corporation could be controlling between 7 and 10 per cent. of the world's total output of low-*sulphur premium* crude.

The growing output of North Sea crude, together with rising production from other non-OPEC sources (Alaska and Mexico in particular) is one of the reasons for the world surplus of oil supplies.



The new pound note, to be issued to-morrow, is smaller than the present note.

The main design on the front includes the same portrait of the Queen as the £5 note.

On the back is a portrait of Sir Isaac Newton, which has been created for the note from a *number of contemporary* portraits.

The note has been designed by Mr. H. N. Eccleston, the Bank's artist-designer.

Reproduced with the authority of the Bank of England.

Brokers question bearish gilts view

BY PETER RIDDELL, ECONOMICS CORRESPONDENT

THE BEARISH view of financial prospects held by many in the gilt-edged market has been questioned by Kemp - Gee, brokers.

In its latest monthly review entitled Are the Worries Overdone? the brokers recognise the "dangers which the gilts market has to meet, particularly in the *short run*" and the uncertainty over fiscal and wages policy.

"Our feeling is that the responsibility which has characterised fiscal policy in recent months will remain and that there is a very good chance that the outturn on the wages front, while not being absolutely satisfactory, will be satisfactory enough."

On this basis, Kemp-Gee regards "the recent fall in the market as approaching a buying opportunity though we are conscious that the reassurance which the market will need before staging a significant recovery *could still be some little* time away."

The brokers suggest that a net budget stimulus of "something around, though preferably less than, £2bn. is a reasonable number on present evidence.

"It remains crucial that at a time when demand will be rising quite well anyway the authorities refrain from excessive stimulation because that would only return us to the unbalanced economy *from which we have* suffered during previous "go" phases of the cycle."

Torn documents 'disclosed plot to deceive Treasury'

FINANCIAL TIMES REPORTER

THE NAME of the late Sir Eric Miller, the former chairman of Peachey Property Corporation, *was mentioned in the multi*-million pound international currency fraud trial at the Guildhall Court in the City of London yesterday.

City stockbroker Mr. Lewis Altman said that he was told by Sir Eric on September 16, 1976, that Mr. Judah Binstock had been *stopped by Customs officers at* Heathrow Airport the previous day.

The prosecution alleges that *Mr. Binstock, a former London* solicitor and businessman, tore up some documents at the airport. These were seized by Customs officials and found to be drafts of documents to be forged to deceive the Treasury.

The documents were said to have exposed a revolving fund exchange control fraud, which netted a £2m. profit from transactions involving foreign currency passed off as investment *currency*.

Mr. Altman, aged 59, and his partner, Mr. Robert Carnes, aged 31, have both denied conspiring with *Mr. Binstock* and others to contravene exchange control regulations in 1974-75.

Mr. Altman denied yesterday that there was any attempt to *conceal deliberately the role* played by Mr. Binstock in the dollar premium transactions. He said that he gave his legal advisers full details of meetings he had with Mr. Binstock in Zurich and London.

Cross-examined by Mr. Michael Worsley, prosecuting, Mr. Altman *said that he and Mr. Binstock* were social as well as business friends. He met the London solicitor at various Board meetings of Isle of Man Associated in the Palace Hotel, Douglas, but denied that he went to parties with girls which Mr. Binstock gave on the island.

He never once visited the Douglas, Isle of Man, office of EIC Eurosecurities, from which letters came about the dollar premium deals which he was transacting.

After Mr. Altman had said he thought the business of EIC Eurosecurities was basically controlled from London, Mr. Worsley asked: "Control was indeed in London—the Isle of Man office was at that time to your knowledge *no more than a blind?*"

Mr. Altman: "Not at that time. I never knew it was a blind at the time."

Mr. Worsley asked if he had *never sent for the envelope to* see where the letters, signed by Mr. Jean Jasson, from EIC Eurosecurities in the Isle of Man, had been posted. Mr. Altman said he had not.

Mr. Altman said that Mr. Jasson was not often in the Isle of Man. Mr. Worsley: "You be*lieved him to be writing letters*, not from the Isle of Man, but on the instructions of somebody who was in the Isle of Man. How *did you think the signature got* on the letters?"

Mr. Altman: "I didn't give it *enough thought at the time.*"

Mr. Altman said that Mr. Binstock told him that he would never be a director of a company again. It was fair comment to say that Mr. Binstock wanted *the power without the responsibility*.

He realised that Sir Ralph Murray and the Duke of St. Albans were invited to join the board of E.I.C. to give the company respectability, and that the people who really controlled it—the Binstock gang—did not *appear on the headed notepaper.*

The case resumes to-day.

Varley holds back on steel decision

BY RUPERT CORNWELL

MR. ERIC VARLEY, the Industry Secretary, is unlikely to make his keenly awaited statement on the future of the troubled steel industry until the end of March, in spite of *continuing pressure at Westminster* for an earlier announcement.

Meanwhile, the Commons Select Committee looking at the British Steel Corporation has completed its extra hearing of Mr. Varley and Sir Charles Villiers, BSC's chairman, and is aiming to publish supplementary findings to last month's highly critical report, within two or three weeks.

The decision facing Ministers, which is certain to involve plant closures and redundancies, is one of the *politically more sensitive* since Labour took office. The Cabinet Committee involved made some progress at a meeting yesterday but apparently requires some while yet to make up its mind.

Significantly, the committee discussion, with Mr. Callaghan in the chair, was attended not only by key Ministers involved *but also by Mr. Michael Cocks,* the Chief Whip—a sure sign of the Government's anxiety over the reaction of Labour MPs *with constituency steel interests.*

The excuse officially advanced by Whitehall for the *delay is that Ministers need first of all* to see the outcome of the pay talks between the British Steel Corporation, *which is expecting losses of* £520m. in 1977-78, and the unions.

But British Steel officials point out that the Corporation's own proposals for the reorganisation have been with Ministers for two months and the Government has also had ample chance to study a separate assessment made by *Mr. Gerald Kaufman,* the Industry Minister.

In any case, it is argued, whatever pay increase is agreed is unlikely *to* have a great bearing on British Steel's basic problems.

Views among Ministers range from a desire to take early and severe action on the grounds that delay can only worsen the industry's plight to fears that cuts may damage Labour's election prospects.

At the same time, there is hope in some quarters that a strongly expansionary Budget could help to ease the Corporation's difficulties.

Meanwhile, it is understood that there is a possibility of further legislation in this session of Parliament to release further public funds to British Steel.

No further action on glass prices

By Elinor Goodman,
Consumer Affairs Correspondent

UNITED Glass said yesterday that there was little it could do about some of the points raised by the Price Commission in its report on the company.

The statement coincided with an announcement from the Department of Prices that Mr. Roy Hattersley, Secretary of Prices, had completed his consideration of the commission's report on the company.

No further action is planned by the department since the company has already promised not to raise its prices for nine months—provided there is no sudden increase of costs—and to consider the other points raised by the Commission.

Disparity

Last month, after a three-month investigation, the commission gave United Glass approval for a 9.8 per cent. price rise originally proposed by the company. It added that certain aspects of its operations should be reviewed.

These were the disparty between the profits made on sales to large and small customers, the possibility of improving the use of capacity by getting firmer contracts with customers, and the practice of charging uniform delivered prices.

The company undertook to give urgent consideration to these areas, but yesterday Mr. Vic Hender, managing director of United Glass, said that though the company would study the *commission's suggestions* there were limits to what it could do about them.

Scrap steel supply hit by low prices

BY ROY HODSON

SCRAP steel is becoming scarce *in Britain because of the* depressed prices.

The £400m.-a-year ferrous scrap industry reports a shortage in *some* areas.

Prices have fallen from an all-time high of £50 a tonne two years ago to as low as £23 a tonne.

"*Prevailing prices do not* justify the trouble and cost of collection and delivery to processing yards." Mr. Eric Cross, president of the British Scrap Federation, said yesterday.

Some manufacturing and engineering plants are accumulating prime scrap from their steel-using processes in the expectation that prices must improve.

But the British market for scrap remains in a weaker condition *than it has been for years.*

Foundries are now the biggest buyers, followed by private sector steelmakers and exporters. British Steel has fallen to fourth place.

The decline in British Steel's scrap demands during the steel crisis has virtually turned the scrap industry upside-down.

When the Corporation was in an expansionist mood four years ago it was taking up to 85,000 tonnes of British steel scrap each week. This has fallen to about 10,000 tonnes.

For the first time the scrap industry is exporting more than it is selling to British Steel.

Meanwhile, scrap merchants *have cut their stocks* by about 70,000 tonnes, to below 1m. tonnes.

Exports of scrap rose from *600,000 tonnes in 1976 to 937,000* tonnes last year, worth £40m. Spain continued as the main market taking more than half export tonnage.

The British Scrap Federation believes that some improvement in demand for steel and for scrap supplies to the steel industry, is likely after April.

Meeting on U.S. charter fares

By Michael Donne, Aerospace Correspondent

GOVERNMENT officials from Britain and the U.S. are expected to begin talks in London on Friday on North Atlantic air fares, in the hope of securing an agreement which will put an end to the confusion on routes from the U.K.

These officials have been meeting in London for some days, in a bid to reach agreement on *charter flights* between the two countries—but with little success.

They have decided to turn their attention to the scheduled *airline sector to try* to find an accepable policy on fares which all U.K and U.S. scheduled airlines can apply.

If they are successful it is likely that other countries in western Europe would support such a pact, using it as a basis for fares to and from the U.S.

In this way, a new north Atlantic fares agreement would emerge to fill the gap from April 1 caused by the failure of airlines to agree at a meeting in Geneva in January, called by the International Air Transport Association.

The meeting failed because of differences on levels of fares wanted. Some airlines wanted dearer rates to compensate for rising costs.

Others wanted cheaper fares to meet competition from Laker's Skytrain.

Many airlines in the association have been critical of the U.K. and U.S. Governments' attitude towards Atlantic fares, *charging them* with causing many difficulties.

Airlines say that persistent refusal by the U.S. Government, *through the Civil Aeronautics* Board, to approve fares agreements reached by the association has caused administrative and financial difficulties. The U.K. Government's decision, through the Civil Aviation Authority, to approve the cheap Skytrain has helped to stimulate the battle for cut-price rates.

Search for way to convert coal to petrol

BY RAY DAFTER, ENERGY CORRESPONDENT

JOINT STUDIES into the possibilities of converting coal into liquid fuels are to be made by British Petroleum and the National Coal Board.

They are particularly interested in the possibility of obtaining high grade oil products, such as chemical feedstocks and petrol, from coal.

Both are aware that coal reserves will last much longer than oil; it is estimated, for example, that supplies of U.K. coal will last for more than 300 years whereas North Sea production may be falling in the 1990s.

The agreement to collaborate in detailed studies was taken at a recent meeting of Sir Derek Ezra, chairman of the Coal Board, and Sir David Steel, BP's chairman.

The organisations said yesterday that it was too early to estimate how much *investment* would be involved. The decision to collaborate more on coal liquefaction research was taken in the light of the uncertain future for fossil fuel supplies.

BP has given help in the design and construction of a small-scale hydrocracking unit at the Coal Board's Coal Research Establishment at Stoke Orchard, near Cheltenham.

Synthetic petrol produced by *the plant was demonstrated* during the Mining Festival in Blackpool in November.

The Board and BP said that when the joint studies had been completed it was hoped to build a large-scale demonstration plant.

In the meantime the work to be undertaken would include the preparation of coal-based liquids, the investigation of possible product ranges and a technical and economic assessment of the processes and products obtained.

"The *ultimate object is to* establish that coal can be used as a commercial source for liquid fuel and chemical feed*stocks as oil supplies* become less plentiful towards the end of the century."

The Coal Board, at its Coal Research Establishment, has developed two processes for extracting solvents from coal.

One involves dissolving coal in liquid solvents; the other is a novel method of extraction using gases under pressure.

In both processes an extract is obtained which can be turned into oil products by means of hydrocracking.

About 40 Coal Board staff are involved in the research. BP has a similar research unit at Sunbury-on-Thames.

In preparation for the time when oil supplies become scarcer, BP—*with other energy groups—is developing its worldwide* coal interests.

Royal Commission for energy urged

BY RAY DAFTER, ENERGY CORRESPONDENT

THE GOVERNMENT'S new Energy Commission should be scrapped and replaced by a Royal Commission, the Town and *Country Planning Association* said yesterday.

The association, an objector at the recent Windscale inquiry, *said that the commission should* be given the task of producing within two years a national energy strategy.

The Energy Commission, which meets for the second time on Monday, was "far too narrowly constituted for the purpose of producing a balanced view of possible and desirable future energy strategies."

Established by Mr. Anthony Wedgwood Benn, Energy Secretary, to advise on energy policies, the Energy Commission comprises 22 representatives of producers, unions and consumer and scientific interests.

The association's statement claimed that the opportunity for public debate and examination *of possible energy strategies* was almost non-existent. The Energy Commission published papers in a "desultory fashion" with minimal publicity or encouragement for comment.

The Government's official forecasts of energy demands were criticised as being based too much on an acceptance of trends and not enough on the basis that *deliberate policies could be pur*sued specifically to change trends.

Insufficient account was taken of shifting pressures of land use and its effect on national housing, factory and office building programmes. Hence the scope for energy conservation was *under-estimated*.

● The results of four exploration wells drilled last summer in the South Western Approaches of the *English Channel by the Energy* Department are to be made available to the industry. The information from all four is being sold for £50,000 a set.

The wells were drilled on blocks 88/2, 87/14, 83/24 and 87/16 to establish the existence of sedimentary rocks, beneath the thick chalk which covers the area.

Offshore operators are about to begin oil exploration in the *Western Approaches* and the English Channel after the allocation of fifth-round licences.

Further blocks in the area are expected to be offered in the sixth round, details of which should be announced this year.

● NEWS ANALYSIS—CONTRACTS

Power of the purse string

FINANCIAL TIMES REPORTER

IT IS by no means unprecedented for clauses to be inserted in Government contracts requiring suppliers to observe Government policies on pay or any other matter which concerns Ministers but which does not *normally concern the parties to* a commercial transaction.

Indeed, the oldest precendent which could be remembered last *night is the "fair wages clause."* Following a House of Commons resolution in October, 1946, it has since been standard practice to require all Government contractors and suppliers to pay wage rates and adopt hours and conditions of work not less favourable than those generally observed in the *locality* and industry in which the contractor operates.

In the case of building and *civil* engineering contracts, the condition has to be accepted before companies are put onto a tender list.

Racial discrimination was made the subject of another standard clause in Government contracts in 1968.

Leverage

A further clause, dealing specifically with the Government's *pay policies, was inserted* in Government contracts during Phases One and Two of the present pay policies; and the *practice has continued during* Phase Three in the form of a clause requiring suppliers to *observe* the 12-month rule.

But, while there are *these* precedents, no case is known for at least the last 10 years of a contract being regarded as having been broken because of a breach of one of these clauses. Until now, at least, the clauses appear to have been regarded more as a matter of form.

However, *Labour* politicians have often regarded Government procurement as providing a useful form of leverage over private *industry*. It is *no coincidence* that the clauses concerning fair wages, racial discrimination and incomes policy were all inserted in the standard form of Govern*ment contracts during periods of* Labour Governments.

The public sector has become a major customer for a wide *range of industries.* Defence procurement absorbs just over half of the output of the aerospace industry and about a fifth of the output of the electronic and instrument engineering industries.

The health and hospital services are a major buyer of *pharmaceuticals—taking roughly* a quarter of that sector's output. And the building and repair of houses, schools, roads, advance *factories and other public works* account for just over half of the construction industry's output.

For *manufacturing industry* as a whole, Government procurement of one kind or another represents about a tenth of total U.K. and export sales.

In all, these contracts are *currently worth at least £14bn.* a year.

But this includes contracts placed by local authorities, and it is by *no means certain, if the* Government tried to persuade local councils to adopt a similar "pay policy" clause, whether many councils would fall in with the idea.

The attitude of local authorities will be of particular interest to the construction in*dustry as they commission* about four times as much building *work as the Property Services* Agency and other central government bodies. Only about a *tenth of the industry's orders* comes from the PSA and Whitehall departments.

In all, local authorities account *for almost half of total governmental* procurement. But the other half—some £7bn. a year—provides the Government with a useful leverage on sectors heavily dependent upon Government orders. If Ministers are prepared to use it and if they are able to establish some system *of enforcement of contractual* terms.

In the U.S. the general policy is that companies working on Government contracts must obey *the law of the land. Failure to* do so may lead to black-listing or litigation in the courts to force compliance with the law *even if no Government relationship* is involved.

The U.S. abandoned wage and price controls and guidelines in 1974. However, such curbs were in effect from 1971 to 1974, when they constituted part of the contractual relationship between Government and company.

Companies must still comply with a gamut of Federal statutes, including labour, health and safety laws, payment of the minimum wage in Government contracting and, perhaps most noticeably in recent years, the need to obey anti-discrimination and equal opportunity regulations.

The U.S. Defence Department said yesterday that over the last year there had been two or three *instances where companies had* been denied government work because of their failure to employ their quota of minorities *or women.*

Similar pressure has been brought to bear in other industrial sectors, with varying degrees of success. Integration of the construction unions, while incomplete, owes a good deal to Government pressure.

In practice, most large companies with substantial Government contracts have moved to minimum compliance with anti-*discrimination and equal opportunity* laws.

Government pressure itself has been a variable factor: The Nixon Administration generally soft-pedalled on strict enforcement. The present Government, however, has shown itself aware of the fact that companies may avoid compliance by inserting in its proposed *labour law reform* the requirement that Government contracts will be denied to companies considered "persist*ent offenders" in thwarting the* formation of trade unions.

Coal merchants 'ready to withstand strike'

BY JOHN LLOYD

COAL MERCHANTS are well placed to withstand any but the most prolonged industrial action by miners, Mr. Cyril Charlton, president of the Coal Merchants' Federation, said yesterday.

Merchants have been buying heavily from the National Coal Board in recent months, partly *because they fear a miners'* strike in support of a pay claim.

Coal stocks are now well up on the alarmingly low levels towards the end of last year.

The first results of increased production from the incentive scheme agreed between the Coal Board and the miners are beginning to show.

"We are hopeful that the production bonuses will result in an improvement in the quality of coal." Mr. Charlton said.

The coal trade will go metric on April 1 when the standard hundredweight bag will be replaced with a 50 kilogramme bag, which will contain 1.58 per cent. less coal.

The federation has already agreed with the Domestic Coal *Consumers' Council that its* members will lower their prices proportionately.

Mr. Charlton, commenting on the increase in deliveries of anthracite and smokeless fuels, said that much of the increase was due to the growth in sales of solid fuel appliances in the last *three years.*

A forthcoming advertising campaign for solid fuel will be built round the slogan "Never build a house without a chimney."

The federation is lobbying hard to have legislation brought in which would make it illegal to build houses without chimneys.

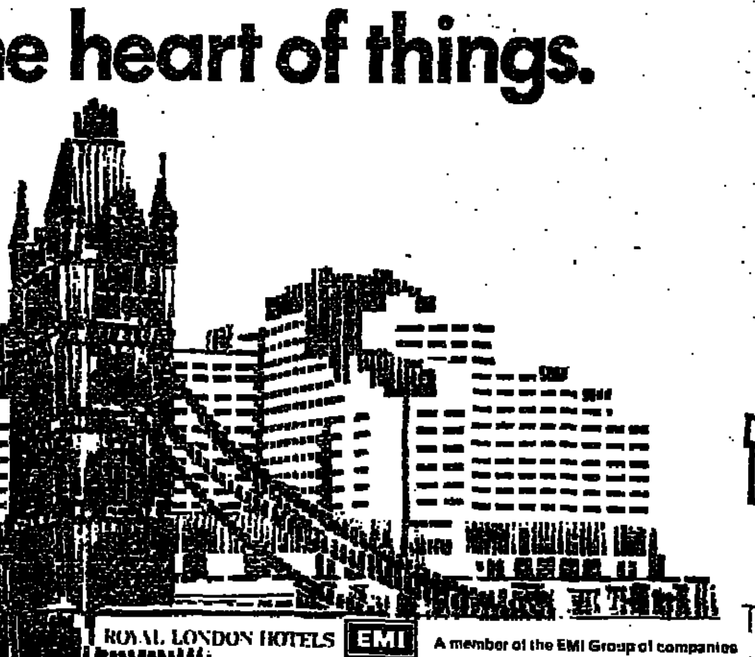
Chamber seeks Inner London policy review

THE Government has been urged to reconsider two areas of its policy for regenerating inner London to prevent the continual decline in employment in the capital and to give the docklands scheme a chance of success.

The appeal has been made by the London Chamber of Commerce in an exchange of letters with the Departments of Transport, Industry and Environment.

However, the chamber's call for temporary assisted area status for the capital has been rejected by the Government.

In its reply, the chamber repeated its belief that assisted area status was the only solution to London's problems if industry, commerce and jobs were to remain in the inner city.



Football stadium scheme dropped

BY DAVID CHURCHILL

HE CONTROVERSIAL plans to uild a new international-andard football stadium in orth London on the site of the sused Alexandra Palace, have een abandoned by the Greater ondon Council.

The proposed stadium would ive housed both Arsenal and ottenham Hotspur football ubs and, possibly, the England am. But Mr. Horace Cutler, ader of the Conservative-ntrolled council, said yester-y that the scheme was "neither sirable nor practicable."

Although the idea had initially peared to be an attractive solu-n to the problems of the under-ed and costly present building, he reaction of local residents d local politicians of all parties s instantaneous and totally verse."

Mr. Cutler cited several rea-ns for the decision to abandon scheme, which will be rmally ratified by the next full uncil meeting. It was wrong impose a solution on people ainst their will and the "prob-le social and environmental nsequences are untenable."

In addition, the logistical prob-ns raised by a 100,000-capacity idium on roads and other blic services were immense d the cost of them to the rate-wer would be prohibitive.

ains tax plea

.PITAL gains tax could be olished, with an "immaterial" s of revenue, the Society of mpany and Commercial countants has told the easury. It says the tax counts for only 1 per cent. of al revenue.

chool costs up

ORE THAN £1,000 a child is be spent on State nursery ooling in the 12 Inner London roughs in 1978-79, according to budget of the Inner London ucation Authority. It shows ts per pupil increasing from 27 to £1,073 in nursery classes, m £484 to £558 in primary ools, and from £700 to £783 day-secondary schools. Total nding is up 6.9 per cent. to 0.9m.

uclear debate call

RE DEBATE about plutonium uld take place before the vernment approves the plans British Nuclear Fuels for a v reprocessing plant at ndscale, says Justice, the tish section of the Inter-ional Commission of Jurists. a report Plutonium and erty it states that it is pposed in principle to the nufacture and distribution of lear explosives in substantial ntities for commercial use as ls."

axation system

SIMPLE system of taxation mot go hand in hand with h direct taxation, the Con-tative Committee of Account-y Bodies says in its annual mission to the Inland venue.

heaper loans

LLIAMS and Glyn's Bank is lucing the cost of its personal ns. From Monday the rate on v loans will be cut from the sent flat rate of 8½ per cent. the initial amount to 7½ per nt.

extiles conference

ANS to replace the recently reed multi-fibres agreement en it expires in the early 0s will be discussed in Lon- on May 25 and 26 at a iference organised by the itish Textile Confederation.

Swan Hunter men may receive £10,400 redundancy payment

BY IAN HARGREAVES, SHIPPING CORRESPONDENT

SWAN HUNTER shipyard workers to be made redundant in May after their refusal to work normally on the Polish shipbuilding order, will be among those eligible for payments of up to £10,400 a man under the terms of the Shipbuilding Redundancy Payments Scheme outlined yesterday.

The Department of Industry confirmed last night that the provisions, once enacted, could apply to all redundancies dating from the vesting day of British Shipbuilders last July.

The 1,152 men who received 90-day notices at Swan Hunter on Monday may well be among the first to negotiate payments under the scheme, the enabling Bill for which has now completed its Committee Stage.

Another company requiring urgent access to the fund is River Thames Shiprepairers, which wants to cut 470 jobs.

It is estimated that the scheme, which is slightly less generous than the versions proposed by British Shipbuilders and the Confederation of Shipbuilding and Engineering Unions, will cost the Government £1.5m. per thousand redundancies, based on average earnings at last September.

This is higher than was envisaged in the financial memorandum attached to the original Bill because the scheme predominantly provides lump sums rather than income support.

Mr. Gerald Kaufman, the Industry Minister, outlined the scheme in a Parliamentary answer yesterday. It contains a number of safeguards designed to prevent abuse, but also makes concessions to give shipyard workers payments for moving to new jobs in different yards and guarantees maintenance of income during re-training.

The minimum payment for an employee with one year's service is £300, rising according to age and length of service to £10,400 divided into a lump sum and income support spread evenly over two years.

Any worker made redundant and then re-employed by either British Shipbuilders or Harland and Wolff within a certain period would be expected to refund a proportion of the lump sum payment.

It is made clear in the statement that a formula will be found to compensate, on similar terms to shipbuilding workers, certain ship repair workers who have been employed on a casual basis.

Shore unveils plan to aid home buyers

BY MICHAEL CASSELL, BUILDING CORRESPONDENT

FULL PLANS for providing financial assistance to first-time house buyers were unveiled yesterday by the Government.

Mr. Peter Shore, Secretary for the Environment, said that the proposals would cost an estimated £100m. a year, but he conceded that the figure was small compared with the present level of mortgage lending—now heading towards £8bn a year.

The terms of the Home Assistance and Housing Corporation Guarantee Bill, which should become law in the autumn, state that only first-time buyers purchasing their homes on mortgage and within a regional price limit set by the Department of the Environment will qualify for help.

Under an interest-free loan scheme the first-time purchaser who saves for two years and accumulates at least £600—keeping a minimum £300 in the account for the year before buying—will qualify for a matching £600 loan.

This will not have to be repaid for five years, when the lending institution involved will repay the £600 to the Government and substitute its own funds.

The buyer's payments will then be increased so that the additional loan is paid off over the remaining life of the mortgage.

This element of the scheme has attracted some criticism, notably from the building societies, who will be largely responsible for its administration.

They say that many house buyers are invariably better placed to meet higher commitments in the early stages of home ownership rather than later on *when combined incomes may no* longer be available.

The Societies have also cast doubts on the scheme because house price inflation during the two-year qualifying period could offset any of the benefits offered by the bonuses.

John Folkes completes £1m. steel expansion

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

JOHN FOLKES HEFO, the Midlands engineering group, has completed the £1m. expansion and rationalisation of its bright drawn steel division.

This involved closure of the Union Steel and Manufacturing works at Wolverhampton at a cost of about £250,000 and removal of its operations to an expanded Bar-Bright plant at Brownhills, West Midlands.

About £750,000 has been spent on capital equipment at Bar-Bright but only 40 of the 80 Union Steel employees have made the 12-mile move to work at the Brownhills factory.

Mr. Jim Hearnshaw, chairman of John Folkes said that Bar-Bright Union Steel should contribute sales of about £23.5m. of the £79m. turnover the group was seeking this year.

As its margins of profit are lower than average for the group, 6 per cent., profits should move up from just over £1m. last time to about £1.4m.

Bar-Bright Union Steel has about 175 employees and will be capable shortly, when a new Schumag machine from West Germany comes into production, of processing 100,000 tonnes of steel a year.

It buys about 75 per cent. of its raw materials from the British Steel Corporation's Sheffield plant and the rest from the Duport and GKN.

Main customers include Champion, the sparking plugs manufacturer, which uses Bar-Bright Union Steel at its plants all over the world, *TI Raleigh, for its bicycles,* Leyland Cars or BL Cars as it is now known and 40 per cent. goes to stockholders.

The Brownhills plant has been kept busy with orders from the U.S. in front of new reference price levels which came into operation at the beginning of this month.

Bright bar had been available in the U.S. at 10 to 15 per cent. below domestic prices, but the reference level restricts this to no more than 5 per cent.

More recently demand from a wide range of U.K. customers has picked up noticeably.

Fight between potash and local beauty

BY PAUL CHEESERIGHT

THERE IS a national need to produce more potash in the U.K. With this assertion Consolidated Goldfields yesterday started the presentation of its case for a new mine in the North York Moors National Park.

A public inquiry is being conducted in this seaside resort by Mr. A. D. Hawkins, of the Department of the Environment, with two assessors.

He is hearing an appeal by *Whitby Potash, now a Goldfields* subsidiary, against a refusal by the National Park Committee to grant an extension of planning permission originally given in 1970 for a new mine.

Planning authority has been assumed by the North Yorkshire County Council to whom the National Park Committee is administratively responsible.

So far, 24 local and national organisations and public bodies and seven individuals have given notice of their intention to present evidence. One local group wishes to call 17 witnesses. The inquiry could last four weeks.

The potash issue has been nagging Whitby for 10 years—first the application by Cleveland Potash, then applications from Shell and Rio Tinto Zinc, and now the Goldfields hearings. Goldfields bought the Shell property last March.

Introducing the Goldfields case, Mr. Robert Gatehouse, Q.C., said: "There is no objection raised to-day which was not in substance raised in 1969. There is no new factor in the situation."

The Goldfields plan is to extract potash by solution mining at Egton Low Moor, south-west of Whitby, and send the raw material four miles by pipeline to a refinery on the edge of the national park, about one mile from the town centre. The refined product is used in the manufacture of fertiliser.

Divided

The capital cost of the venture—which could start production in about five years—would be £80m. and annual sales could be worth £18m. in local and export markets. Mr. Gatehouse argued that this would be a national benefit as potash imports cost more than £30m. a year.

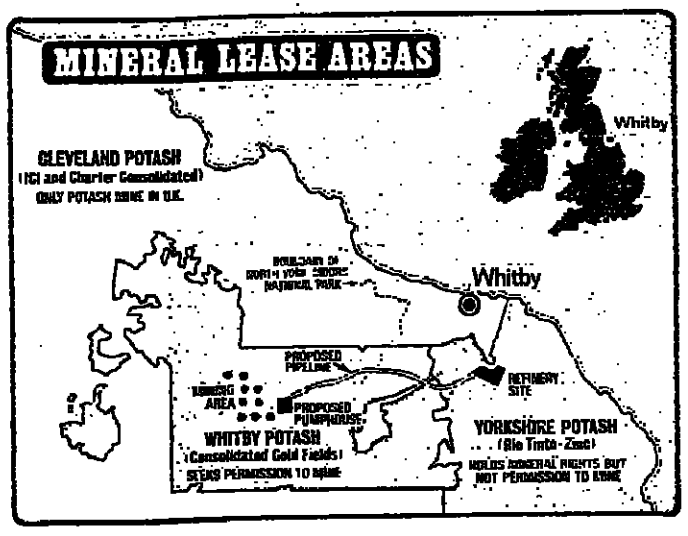
Goldfields would employ as many local people as possible and the mine and refinery would provide more than 200 jobs. The unemployment rate in Whitby is double the national average at 13 per cent.

Objectors to the mine are incensed that the refinery needs a 265 ft. chimney, which could be seen from 17,700 acres of land, much of it in the National Park. They are also worried about the disposal of waste salt at sea and the use of the River Esk to provide water.

The fear is that linking Whitby with a mine would spoil the tourist business. Part of Whitby's attraction rests on its historical charm—the old Abbey, site of the submission of the early English Church to Rome in the year 664, and later its role as home port for Captain Cook—and on its easy access to the beauty of the National Park.

Local opinion is fairly evenly divided. The three tiers of local government, Whitby Town Council, Scarborough Borough Council and the North Yorkshire County Council, are in favour of a mine, but the National Park Committee is against.

Mr. Leon Brittan, Conservative MP for Cleveland and Whitby, came out against the mine a fortnight ago, preferring to seek special Development Status for the area which he thought would attract light industry and leave the tourist business unimpaired.



Mining without miners

Solution mining—really mining without miners—is a rare process used only by PPG Industries at a potash mine in Saskatchewan.

The basic principle is simple. A well about 12 inches in diameter is dug—in the case of Gold Fields at Whitby Potash it would be more than 3,000 feet deep—and lined with steel. A second, narrower, tube is then inserted.

Water is pumped down one part of the pipe. When it meets the potash salts in the orebed, a brine is made which is forced up the other part of the pipe and carried by pipeline to a refinery.

Gold Fields wants permission for a mine with 36 wells, in nine clusters of four. A cluster would be spread over about two acres. Gold Fields estimates that 2.2m. gallons of water would be used every day.

Quicker house price rise forecast

BY MICHAEL CASSELL, BUILDING CORRESPONDENT

HOUSE PRICES are likely to increase more rapidly this year, although no "explosion" is expected, according to the Building Societies' Association.

The Association's latest quarterly bulletin joins the debate on the likely extent of average house price increases during the year. It concludes: "A reasonable forecast is that prices may rise by 12-13 per cent. over the next year compared with the annual rate of 8 per cent. in the recent past, although the actual rate will depend very much on what happens to incomes."

The Association believes that prices are likely to rise more rapidly because they are now low in relation to earnings. Real incomes are rising for the first time in several years and consumer confidence is improving.

In addition, the successive reductions in the mortgage rate over the past year could serve to increase the overall demand for owner-occupation

Confirming details of the movement's performance last year, the association says that societies received net receipts of £4.4bn. against the previous 1975 record of £3.19bn. A record 754,000 loans were made involving £6.72bn. compared with 715,000 and £6.1bn. in the previous 12 months.

The movement's total assets rose last year from £32.1bn. to £34.2bn., of which £7.46bn. (21.8 per cent.) was in liquid form. The liquidity ratio in 1976 stood at 20.5 per cent.

Copyright challenge ends

BY OUR SHIPPING CORRESPONDENT

A MANUFACTURER of unmanned submersible craft for use in the offshore oil industry has successfully beaten off a copywright challenge from a Canadian competitor.

ULS Marine, of Gloucester, said yesterday that McElhanney, of Vancouver, had failed to present evidence at a hearing which they had requested in order to strike from the record claims that it had misused the Canadian company's confidential information and breached certain copywrights

Mr. B. West, managing director of ULS, said last night that the company would now be free from a constraint which had cost it a number of sales of its £340,000 Cetus submersible craft. It would be announcing the first sale shortly.

State grants boost die-casting projects

FINANCIAL TIMES REPORTER

The Government's £20m. non-ferrous aid scheme has approved an investment of £3m. for high pressure light alloy die-casting machinery projects.

This compares with £1.4m. for low pressure and only £340,000 for gravity projects on which some industry leaders pin their faith because of its competitiveness.

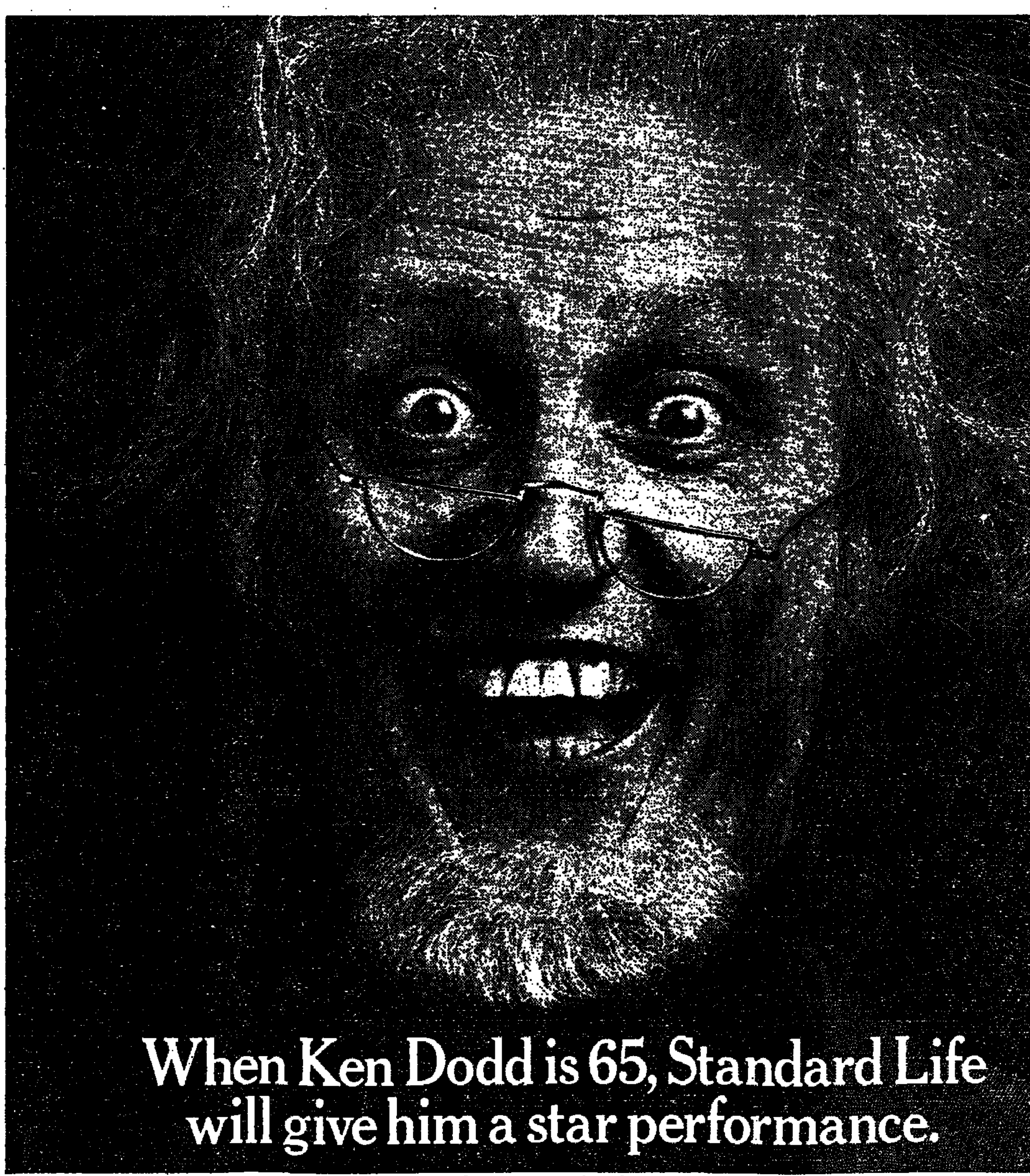
A total of 45 applications for aid £4m. have been approved, another 55 for a similar are in the pipeline and another £4m. is under negotiation with the Industry Department.

The £50m. investment expected to be generated is twice the normal rate and should provide 2,000 jobs by 1981 if exports, just beginning, lead to higher market shares. Bosch, Volvo, Saab and others in the European vehicle industry are among new customers.

Mr. John Ray, Chloride group chief executive and chairman of the scheme's non-ferrous advisory committee, said that "Europeanisation" of design, procurement and manufacture was opening new opportunities. Small companies, which comprise the majority in the industry, would be important in expanding world market shares.

He advised immediate application for the outstanding £8m. available until August and reminded applicants that consultancy help with projects could be provided.

While there have been reported cuts in Leyland Cars' £100m. foundry modernisation programme, some big private industry projects are awaiting a decision.



PARLIAMENT AND POLITICS

Hattersley rejects fierce Tory attack on pay 'blacklist'

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

ALLEGATIONS THAT the Government is unlawfully or capriciously using its discretionary powers against companies who break the 10 per cent. pay guidelines were "wholly preposterous," **Mr. Roy Hattersley**, Prices Secretary, told the Commons yesterday.

Replying to a full-scale Opposition attack on the Government's "blacklist" of companies, Mr. Hattersley announced that an explicit clause would be inserted in all new Government contracts requiring the contracting company to observe the pay guidelines. A similar clause would be inserted in requests from companies for Government assistance.

Mr. Hattersley also announced that he is to open discussions with the Confederation of British Industry and with Chambers of Commerce on the possibility of publishing the names of companies who are placed on the Government's "blacklist."

He accused **Mr. John Nott**, Conservative trade spokesman of adopting "Reichstag fire" tactics against the Government in the opening speech of the debate.

From the Tory front bench, Mr. Nott accused the Government of operating by "blackmail, threat, intimidation and Ministerial edict." The Government, he said, was using its discretionary powers to uphold the so-called voluntary pay limit by "hinting, implying and threatening."

He thought the Government's behaviour was characteristic, not of Westminster but of the Kremlin.

"In the centre of this exercise is one man—the Chancellor of the Exchequer—who thinks like a Marxist and behaves like a bully," he told the House.

Thousands of small businessmen and hundreds of large companies were being frightened and intimidated by the "Committee of Public Safety" sitting on the Government's front bench.

By the use of their discretionary powers, the Government was protecting its political friends, attacking its enemies, favouring Labour-held constituencies and abusing Conservative ones. The policy was being used to uphold the right of unions to picket and to force settlements above the guidelines and then the Government punished the employers for giving in.

In reply, Mr. Hattersley declared: "I want to make it absolutely clear that the Government believes that what we have done has been wholly lawful."

In a glowing account of what was being achieved by Government policies, the Prices Secretary said that the annual rate of inflation was now running at a figure slightly better than the 8.4 per cent. given by the Chancellor at the last election. The retail price index for February to be published in a few weeks' time, would show inflation down to single figures.

"Inflation is falling and will fall faster," Mr. Hattersley declared. But his announcement of the new clause on wage guidelines drew an immediate hostile response from his own side of the House.

Mr. Doug Hoyle (Lab., Nelson and Colne) intervened to say that there would be many in the Labour Party who would be very concerned at the statement.

To ironic jeers from the Conservatives, Mr. Hoyle added "I would like to remind you that many of us believe in free collective bargaining which the TUC is committed to. Many unions will have to reconsider their policy in the light of the statement."

Mr. Hattersley said that it had been alleged that the Government had used its powers to place contracts, purchase goods and services and withhold discretionary financial assistance in order to support its counter-inflation policies.

"The allegation is correct. We have done so and we shall continue to do so whenever the law and constitutional propriety permit," he said.

Another charge was that the use of these powers was not justified by the law, that they were being employed arbitrarily and capriciously and that companies concerned had no opportunity to complain or appeal. "These insinuations are wholly preposterous," he said.

The Government policy was to stabilise prices and to see that this stability was maintained. The Opposition should really tell the country which side they were on.

"What is absolutely and totally clear is that in the whole area of inflation and wages policy, the Opposition is totally divided," the Secretary of State claimed.

The Government would do all it could within the law to achieve its wages policy. The essential criterion was the phrase "within the law."

The placing of contracts was simple and unambiguous in law. The Government would place its contracts with whomever it chose. The Attorney-General had made it clear in court on Monday that it had never been the Government's policy to take any action which would cause a breach of contractual or other obligations.

He made it plain that it was the Government's intention not to be associated with any unlawful act. The new clause was being added to Government contracts in order to make these points clear beyond doubt.

"It will mean that the contracting parties agree to observe the pay guidelines set out in the current White Paper," he explained. Acceptance of the clause by the company was necessary for the acceptance of the contract by the Government.

Similar provision would be included in offers of industrial assistance. Both the TUC and the Director-General of the CBI had been informed of these proposals.

"The House should know that the inclusion of these clauses considerably extends the application of our policy," Mr. Hattersley emphasised.

In particular, he said, it would apply to those such as the companies in the West Midlands which the Opposition claimed had been allowed to flout the 10 per cent. guidelines.

Opening the debate, Mr. Nott said that the proper question for debate was whether the Government should operate by force of law or operate by blackmail. And it was proper to discuss whether they should proceed by "stealth or publication of the facts."

Attacking the Government for "picking" on particular firms Mr. Nott said: "No sanctions were taken against Ford, but sanctions are taken against miners in Cornwall for no reason anyone can yet understand."

Mrs. Audrey Wise (Lab., Coventry SW) complained that there was no real way to record her opinion at the end of the debate.

Because the debate was only on a procedural motion put down by the Tories, she had to vote against it. But, she made clear, this was not a vote for the 10 per cent. pay guidelines, nor was it a vote for the powers being used by the Government.

Challenge by Fraser

MR. HUGH FRASER (C., Stafford and Stone) a director of Sun Alliance, said that if the Government took further steps, his company would be prepared to meet them in a court of law. "Let them take it to the courts and we will win," he declared.

"My company are now threatened either with the breaking of an agreement entered into with employees or a Star Chamber fine of some £750,000—and they are not in the business of building their own scaffold."

Bold counter-stroke . . . with no apology

BY PHILIP RAWSTORNE

THE GOVERNMENT, accused in the Commons yesterday of furtively blackmailing industry, unapologetically responded by putting its demands in writing. Mr. Roy Hattersley, Prices Secretary, said that from now on, all Government contracts would include a clause requiring companies to observe its pay guidelines.

Offers of Government assistance would also contain the same explicit conditions, he declared.

Faced with this bold counter-stroke, the Tory attack on the secret, fine print of the Government's "blacklist" faded badly.

Mr. John Nott, who opened the debate for the Tories, was more than somewhat disarmed to find Mr. Hattersley readily admitting that the Government had used its discretionary powers to uphold the non-statutory pay limit of ten per cent.

"At present," Mr. Nott protested, to *sharp cheers from the Labour benches,* "we are against individual limits."

The Government would have preferred more flexibility as well, Mr. Hattersley rejoined. But, unfortunately, the Conservatives had not indicated which wage claims they thought should be lower than 10 per cent.—only those that they believed should be higher.

Mr. Nott switched rapidly from that corner into indignant protests about the way in which the Government had frightened thousands of businessmen by its intimidating tactics. Like a Committee of Public Safety, Ministers invoked the national interest—the most "pernicious" aspect of a policy in which the end justified the means.

The last thing the Government wanted was to give that impression, Mr. Hattersley replied, with emphatic sincerity.

Not that the end was unimportant, he remarked. The inflation rate this month was down to single figures for the first time for four years because of the Government's determination to pursue its counter-inflation policy.

That would please a lot of people, if not the Tories, Mr. Hattersley added. As for the secrecy surrounding the "blacklist," he suggested that this was intended to protect the companies concerned, rather than to conceal the action taken against them.

Sun Alliance shares had fallen steeply as soon as its dispute with the Government had been publicised, he said. But if the CBI and Chambers of Commerce would prefer the names of blacklisted companies to be *published, the Government would gladly* comply.

All-party approach best on race, says Callaghan

BY IVOR OWEN, PARLIAMENTARY STAFF

AN ALL-PARTY approach to immigration and race relations policy still offers the best prospects for the future of Britain, the Prime Minister told the Commons yesterday.

He refused to use "intemperate language" about the recent statements made by Mrs. Margaret Thatcher on immigration, but highlighted the apparent confusion on the issue in the Conservative shadow Cabinet.

Mr. Callaghan called on Mrs. Thatcher to take an early opportunity to clarify official Opposition policy and urged the shadow Cabinet not to depart *from some of the principles* which, up to now, it had upheld.

In particular, he cited the *position of U.K. passport holders* and the admission of dependents to whom Conservative spokesmen had given "the clearest possible assurances" in the past.

The Prime Minister even succeeded in keeping the Opposition leader in his sights when replying to some light-hearted comparisons between his own position and that of Sir Thomas More. Yesterday was the 500th anniversary of his execution.

He stated: "If Sir Thomas had been alive to-day, on such subjects as Northern Ireland, Scottish devolution, immigration and the control of inflation he would not have turned tail and run away like Mrs. Thatcher."

Earlier, Mrs. Thatcher asked if the Prime Minister totally repudiated the conclusion of the *1976 Labour Party conference* that the 1968 and 1971 Immigration Acts should be repealed.

Mr. Callaghan said the Government had never accepted the view expressed by the Labour Party conference. He added: "I hope you will not try to divert attention from the discussion you have started by raising false hares."

In an outburst against Mrs. Thatcher, Mr. William Hamilton, (Lab. Central Fife) said her descent into the "political gutter" reflected a lack of principle dictated by squalid party political reason.

While declining to indulge in such terms, Mr. Callaghan commented that the Tory front bench appeared to have confused opposition and opportunism. "We are seeing *more of the second than* the first," he declared.

Scottish by-election call by Nationalists

BY RAY PERMAN, SCOTTISH CORRESPONDENT

THE Scottish National Party yesterday called on Mr. Michael Foot, Leader of the Commons, to move the writ for the Glasgow Garscadden by-election, caused by the death of Labour MP, Mr. *William Small, three weeks ago.*

In a letter to Mr. Foot, Mr. Keith Bovey, prospective SNP candidate for the constituency, said that the normal two to three months' interval between the death of an MP and an election being held was not acceptable in this case.

The pressing unemployment problem, made worse by the loss of more than 1,000 jobs in recent months through the closure of Beattie's biscuit factory, Drumchapel, and the Weir Pumps plant at Yoker, demanded that there should be someone to speak for the constituency as soon as possible, he claimed.

Commons procedure suggests *that Labour's Chief Whip should* move the writ, but the Government is thought to want to delay *the by-election until after the* Budget in April. Although the SNP would like it held before then, Mr. Bovey said that Nationalist MPs would not consider moving the writ themselves.

Although Mr. Small had announced his intention of retiring at the next General Election, the local Labour Party has yet to choose a new candidate. Nominations close a week to-day and the selection conference will be held at the beginning of next *month.*

The present front runner is Mr. Donald Dewer, who was MP *for Aberdeen South between* 1966 and 1970. He has been nominated by the largest ward in the *constituency and by the General* and Municipal Workers' Union.

The Scottish Labour Party, *which broke away from the official* party over devolution, and now advocates independence for *Scotland, has said it will fight* the by-election. One of the party's two MPs, Mr. Jim Sellars, *yesterday introduced a draft* election policy on jobs, which declared that an independent *Scotland, with control of the oil* revenues, would be able to adopt a policy of full employment.

Anti-terror Bill backed by Peers

A BILL aimed at cutting terrorists' chances of avoiding prosecution by claiming their crimes were "political" was approved in the Lords yesterday.

Peers gave an unopposed second reading to the Suppression of Terrorism Bill which allows the U.K. to ratify the European Convention on the Suppression of Terrorism.

Lord Harris, Minister of State, *Home Office,* said that the U.K. must ensure that the fight against *international* terrorism *was intensified. To demonstrate* "our commitment to this struggle" Britain had to ratify *the convention.*

Lord Harris declared: "This is the most important instrument *to be negotiated in recent years* to deal with the problem of international terrorism."

The aim of the convention was to remove the barriers to extradition which was the most certain way of bringing terrorists to justice. It reduced the possibility of terrorists avoiding prosecution by claiming their crimes were political.

Lord Harris said that the Bill in no way affected the powers of the Government to refuse extradition where it believed it would result in prosecution because of race, religion, nationality or political opinion.

For the Conservatives, Baroness Elles supported the Bill but thought the courts would have difficulty determining those fugitives who might suffer on account of their political opinion if sent back to their own countries. There was a delicate balance between protecting lives and protecting rights.

Lord Wigoder (L) said it was a major step for 18 countries to sign the convention.

Name firms receiving aid–MP

By Ivor Owen

IN QUESTION-TIME exchanges, the *Prime Minister* supported a suggestion that firms who receive Government aid should be publicly identified as well as those who are subjected to sanctions as a result of breaching the *10 per cent. pay guidelines.*

Mr. Callaghan emphasised that before any final decision was taken, he would take account of views expressed in that day's debate and arrange for consultations with the CBI and the Chambers of Commerce.

Mr. Ernest Fernyhough (Lab. Jarrow) proposed that the names of firms who received Government help as well as those denied it should be published.

Mr. Callaghan commented that the Labour MP had identified the "central issue." When the Government took action, although it informed the individual firm concerned, it was not published to the world, whether the action related to price restraint or subsidies.

"I see no reason why the Government should not publish the names of these firms," he said.

But the Prime Minister then gave the assurance that there would be discussions with the CBI and the Chambers of Commerce. Their views would be studied before the Government reached a conclusion.

He told **Mr. Enoch Powell** (UU Down S), who had sought to interject, "I quite understand that you would like me to behave like a dictator, but I don't intend to do so."

Mr. Ian Wrigglesworth (Lab. Thornaby) recalled that Sir John Methven, CBI director general, had stated that if the Government held the line in applying wage restraint in the public sector, the private *sector should "do its* damndest" to do the same. Was this still the position of the CBI?

The Prime Minister replied that his conversations with Sir John had led him to the conclusion that the CBI wished to hold the line. The CBI was not encouraging its members to exceed the 10 per cent. guideline and had supplied the Government with information about the large number of companies which had kept within them.

He contrasted this with the attitude of Conservative MPs whom, he said, were "glorying" *in the breaking of the guidelines* and conniving in secret agreements which made this possible. *It seemed that their dislike of the* Government was greater than their dislike of the task of conquering inflation.

Narrow defeat for Bill on council house sales

A BILL aimed at forcing councils to give tenants the chance to buy their homes was narrowly defeated in the Commons yesterday. The proposal, by **Mr. Tim Smith** (C. Ashfield) was rejected by 219 votes to 207, a majority *of 12.*

Mr. Smith claimed that 85 per cent. of voters supported his *view.* Under his Bill, people in council houses would be able to buy the freehold of their homes and those in flats to buy the leasehold at anything up to 50 per cent. below market value.

Opposing the measure, **Mr. Frank Allaun** (Lab., Salford E.), said the sale of council houses would seriously worsen the housing situation. "If the total stock of council houses is reduced the pool available for reletting is also reduced, and the pathetic queue of homeless would be lengthened," he said.

Hospital lists 'concern'

MR. DAVID ENNALS, Social Services Secretary told MPs yesterday of his concern at the number of people on hospital waiting lists.

At the end of September, last year, 40,000 urgent cases were awaiting admission to National Health Service hospitals. The *total waiting list* was a provisional 591,000. "I am very concerned about these figures," he *said.*

Mr. Ennals said that "unfortunately" a drop in the number of urgent cases awaiting admission in mid-1976 had not been maintained.

In a written Commons reply, the *Secretary of State outlined* the efforts being made to deal with the problem.

A number of "useful" steps were now being taken or con*sidered at local level following a* Department of Health initiative. Admission procedures were being streamlined, hospital beds were used more flexibly, and there was greater use of short-stay facilities.

In addition, in the current year, health authorities had set aside £9.5m. within their cash limits for capital projects to cut waiting lists.

Vaccination publicity planned

A GOVERNMENT campaign is to be *launched* next month informing parents of the benefits and risks of children's vaccinations, including whooping cough vaccine, Mr. **David Ennals**, Social Services Secretary, told the Commons yesterday.

He added that the Joint Committee on Vaccination and Immunisation supported the continued use of *whooping cough* vaccine.

Mr. Ennals said that the campaign *would be based on national* Press advertisements, posters and leaflets. The chairmen of both the *joint* committee and the Committee on Safety of Medicines had agreed on the material to be used.

Benefit claims defended

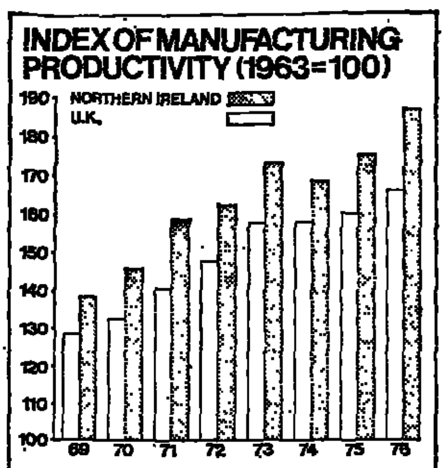
CONSTANT ACCUSATIONS of scrounging against supplementary benefit claimants are *putting off many people entitled* to money from claiming it, Mr. David Ennals, Social Services *Secretary, told MPs yesterday.*

He said: "I deeply resent people talking about supplementary benefit as if it were some sort of handout. Every person is entitled to at least a minimum standard of living."

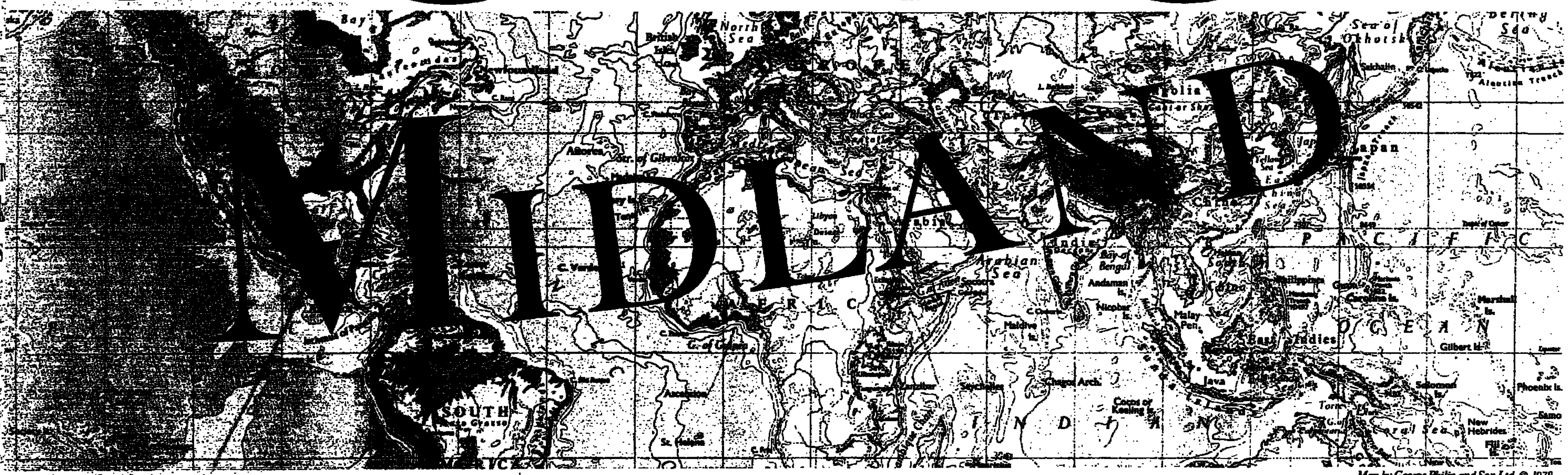
Higher spending on kidney units

AN EXTRA £1m. will be provided for special renal dialysis (kidney machine) units over the *next three years,* **Mr. David Ennals**, Social Services Secretary, said in Commons written reply yesterday.

Mr. Ennals explained that the units were designed for patients who no longer needed full hospital facilities but who, for one reason or another, could not dialyse at home.



We deliver



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This advertisement contains particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information to the public with regard to the Company. The Directors of the Company collectively and individually accept full responsibility for the accuracy of the information given and confirm, having made all reasonable enquiries, that to the best of their knowledge and belief there are no other facts the omission of which would make any statement contained herein misleading. This advertisement is issued in connection with the application to the Council of The Stock Exchange for the admission of the issued share capital of the Company to the Official *List and does not constitute an invitation to any person to subscribe for or to purchase any securities of the Company.*

Epicure Holdings Limited

(Incorporatedi n England under the Companies Act 1929. Registered in England No. 437131)

Definitions. In this advertisement the "Company" means Epicure Holdings Limited; "Slea" Slea Holdings Limited; the "Slea Group" Slea and its subsidiaries, excluding the Company and its subsidiaries, prior to the acquisition of Slea; the "Offer" the offer whereby the Company conditionally agreed to acquire the whole of the issued share capital of Slea; the "Existing Group" the Company and its subsidiaries for the time being prior to the Offer becoming or being declared unconditional; the "Enlarged Group" the Company and its subsidiaries following the *Offer becoming or being declared unconditional.*

SHARE CAPITAL

Authorised £		Issued and to be issued fully paid £
624,650	Ordinary shares of 5p each	355,803
625,350	Deferred Ordinary shares of 5p each	625,350
£1,250,000		£981,153

At the close of business on 23rd January, 1978 the Enlarged Group had secured bank overdrafts and loans of £1,067,809, a mortgage of £250,000 and hire purchase liabilities of £45,891, making a total indebtedness of £1,363,700. Save as disclosed herein and apart from inter-company indebtedness and inter-company guarantees, no company in the Enlarged Group had outstanding on that date any loan capital, mortgages or charges, borrowings or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, hire purchase commitments, guarantees or other material contingent liabilities.

DIRECTORS

REGINALD JOHN BREALEY, *Chairman and Chief Executive,*
Old Place, Moat Lane, Welbourn, Lincolnshire LN5 0NB.
RAFAEL CALZADA, *Managing Director,*
23 Avenue Close, Avenue Road, London NW8 6BY.
LEONARD BREALEY, *Executive,*
17 Wesley Close, Sleaford, Lincolnshire NG34 7LX.
RONALD DALGLISH GUTHRIE, *Non-Executive,*
Flat 2, Crescent Mansions, 113 Fulham Road, London SW3 6RL.
ROGER DUDLEY YOUNG, *Non-Executive,*
Ashbrook House, Layham Road, Layham, Ipswich IP7 5NB.

SECRETARY AND REGISTERED OFFICE

VICTOR MARMONT ORMEROD,
F.C.I.S., A.C.M.A.,
Eagle House, 110 Jermyn Street,
London SW1Y 6HB.

BANKERS

GRINDLAY BRANDTS LIMITED,
23 Fenchurch Street,
London EC3P 3ED.
BARCLAYS BANK LIMITED,
43/49 Clasketgate,
Lincoln LN2 1LA.
NATIONAL WESTMINSTER BANK LIMITED,
208, Piccadilly, London W1A 2DG.

AUDITORS TO EPICURE AND REPORTING ACCOUNTANTS

DEARDEN FARROW,
Chartered Accountants,
5 Giltspur Street,
London EC1A 9PD.

AUDITORS TO SLEA

PRICE WATERHOUSE & CO.,
Chartered Accountants,
Victoria House,
76 Milton Street,
Nottingham NG1 3QY.

BROKERS TO EPICURE

CAPEL-CURE MYERS LIMITED,
Bath House, Holborn Viaduct,
London EC1A 2EU.
and The Stock Exchange.

BROKERS TO SLEA

HILL OSBORNE & CO.,
St. Peters Chambers,
47 Silver Street,
Lincoln LN2 1EQ
and The Stock Exchange.

SOLICITORS TO EPICURE

PRITCHARD ENGLEFIELD & TOBIN
and BUCKERIDGE & BRAUNE,
23 Great Castle Street,
London W1N 8NQ.

SOLICITORS TO SLEA

PEAKE, SNOW & JEUDWINE,
5 Market Street, Sleaford,
Lincolnshire NG34 7SQ.

REGISTRARS

HILL SAMUEL REGISTRARS LIMITED,
6 Greencoat Place,
London SW1P 1PL.

1. HISTORY AND BUSINESS

(1) The Existing Group

The Company was incorporated in 1947 with the name Lincoln Hotels Limited and in 1969 the name was changed to Epicure Holdings Limited, following the acquisition of Epicure Investments Limited and its subsidiaries. The Ordinary shares of the Company were first granted a listing on The Stock Exchange in 1947.

Through its wholly owned subsidiaries (detailed in paragraph 12 below) the Company is engaged in the hotel and restaurant industry both in Lincoln and London. The Existing Group owns The White Hart Hotel and The Queen Hotel in Lincoln as well as the internationally known restaurant A L'Ecu de France close to Piccadilly Circus, London. It also operates a wholesale wine business, a high class contract furnishing and *interior decorating business and a florist specialising in contract floral displays and table decoration.*

(2) The Slea Group

Slea was incorporated in 1964 under the name Slea Property and Development Co. Limited with the principal object of carrying on business as a holding company and a land and property development company. In 1974 the name was changed to Slea Holdings Limited and Slea now operates as a holding company providing management and financial services to other companies in the Slea Group. The Slea Group carries on the following principal activities:

Paint Contracting and Manufacture

C. J. Else & Co. Limited is a painting contractor operating primarily in Lincolnshire and Cambridgeshire. The business is in four main fields: military establishments; roadways; local authority, commercial and industrial establishments; and work for a Gibraltar company, C. J. Else & Co. (Gibraltar) Limited in which R. J. Brealey has a direct interest of 80 per cent.

Enfield Chemicals Limited, based in Lancashire, manufactures industrial and decorative paints. It is not dependent on any individual supplier for its main raw materials. Sales to C. J. Else & Co. Limited represent approximately twenty per cent. of turnover and no one other customer has a material percentage.

Tarmac Surfacing

Tyrrell Contractors (Heckington) Limited specialises in tarmac surfacing and is based in Lincolnshire. Its business comes from the Property Services Agency, local government authorities, other contractors and private customers. The Property Services Agency, a central government agency, provides a substantial proportion of its business. The Company has no long-term fixed price contracts.

Joinery Manufacturing

Lincoln Woodworking Company Limited (75 per cent. owned) is a joinery manufacturer based in Lincoln. The product range includes staircases, door frames and window frames which are sold to the building trade. Following a fire in 1973, the manufacturing facilities of Lincoln Woodworking Company Limited have been completely rebuilt. Linwood & Company Limited is a retailer and wholesaler of timber and associated products and is also based in Lincoln. These companies were acquired in May 1977.

Property Investment

Property investment is carried on by Flaxwell Properties Limited. The chief investment property is the Southgate Shopping Centre in Sleaford, Lincolnshire built between 1973 and 1976 and consisting of 16 shop units, 1 supermarket and 16 flats. Other than this property, Flaxwell Properties Limited owns various freehold properties in and around Sleaford.

Estate Management and Other Activities

The Slea Group also has interests in grocery and wine retailing, florists, tailoring and outfitting, and contract gardening and estate management. These interests are all in Lincolnshire. The subsidiaries involved in these activities are set out in paragraph 12 below. In October 1976, the Slea Group acquired and managed the Gate Burton Estate, near Gainsborough, Lincolnshire comprising approximately 2,000 acres. In October, 1977 a substantial proportion of this estate was sold.

2. TERMS OF THE ACQUISITION OF SLEA

On 11th January, 1978, the Company conditionally agreed with the shareholders of Slea to acquire *under the terms of the Offer, the whole of the issued share capital of Slea in consideration of the allotment,* credited as fully paid, of 12,507,000 Deferred Ordinary shares of 5p each in the Company, ranking *pari passu* in all respects with the existing issued Ordinary shares of the Company except that the Deferred Ordinary shares will not entitle the holders thereof to receive any dividends or distributions declared paid or made prior to 28th March, 1978. The Deferred Ordinary shares issued in connection with the acquisition of Slea have been issued at 7p per share, valuing Slea at £875,000.

The acquisition terms, recommended by Grindlay Brandts Limited and accepted by the vendors of Slea and approved by the Directors of the Company (excluding R. J. Brealey and L. Brealey who took no part in the decision), were based upon the relative contributions of assets and earnings in the Enlarged Group and took no account of the pre-suspension price of the Company's shares (see below) or of any potential earnings of Ratiomatic Transmissions Limited.

The Directors subsequently decided to issue, by way of a capitalisation, one new Ordinary share for every two Ordinary shares held in order that the issued share capital should reflect more closely the capital employed in the Enlarged Group. Furthermore shareholders (other than Slea and its Directors) are to be offered the opportunity to purchase at 5p per share those shares in the Company previously held by Slea.

On 9th November, 1977 when the Board requested the suspension of the Company's Ordinary shares, the market price was 35p (based on the middle market quotation as shown in The Daily Official List of The Stock Exchange). This would be equivalent to approximately 12.9p after adjusting for the proposed capitalisation issue and the full acceptance of the additional Ordinary shares being offered to existing shareholders of *the Company at 5p.*

The Offer is now conditional only upon the Ordinary shares and the Deferred Ordinary shares of the Company, issued and to be issued, being admitted to the Official List and the references to the Slea Group as forming part of "the Enlarged Group" (as earlier defined) are made on the assumption of the fulfilment of that condition.

At an Extraordinary General Meeting of the Company held on 6th February, 1978, all Resolutions were passed and all conditions contained in the various agreements were fulfilled subject only to the requirement that listing be granted by the Council of The Stock Exchange for the whole of the issued share capital of the Company. As part of the above arrangements, Grindlay Brandts Limited has agreed subject to such listing being granted to purchase Slea's holding of 4,083,876 Ordinary shares of 5p each being 2,722,584 Ordinary shares in the capital of the Company currently registered in the name of Slea together with the new Ordinary Shares allotted to Slea in respect thereof pursuant to the capitalisation issue made by the Company on 6th February, 1978. Grindlay Brandts Limited proposes, subject to such listing being granted, *to offer 3,642,902 of such shares to the existing shareholders of the Company excluding Slea, Mr. R. J.* Brealey and Mr. L. Brealey, at 5p per share. It is proposed that the remaining 440,974 shares will be offered to employees of Slea and its subsidiaries at the same price. The shares to be offered by Grindlay Brandts Limited will be offered together with the right to all dividends declared or paid on the shares in respect of any financial period of the Company commencing after 30th June, 1977.

3. REASONS FOR THE ACQUISITION

The Company has been seeking to widen its activities outside its existing hotel and restaurant businesses. The acquisition of Slea with its interest in paint contracting and manufacture, tarmac surfacing, joinery manufacturing and property investment will create a more broadly based group with larger earnings and assets.

The Slea Group has an experienced management team and R. J. Brealey, at present Chairman of Slea, will, as Chairman and Chief Executive of the Company, devote the greater part of his time to the Enlarged Group.

4. PROFITS, PROSPECTS AND DIVIDENDS

(1) The Existing Group

The consolidated profits before taxation of the Existing Group for the year ended 30th June, 1977 amounted to £26,327, compared with losses before taxation of £35,061 for the previous year. This return to trading profitability for the first time since 1973, albeit a modest one, was due to an improvement in trading and the elimination of the losses caused by the Empress Restaurant, which was sold on 19th July, 1976.

The Directors forecast that, in the absence of unforeseen circumstances, the Existing Group's consolidated profits before taxation, extraordinary items and the results of associated companies for the year ending 30th June, 1978 will be not less than £25,000.

The assumptions on which the above forecast is based are set out in paragraph 8 below.

(2) The Slea Group

The Slea Group's consolidated profits before taxation for the year ended 30th September, 1977 were £10,766. The analysis of consolidated profits before taxation for the five years ended on that date is set out below:—

Profits before taxation	1973 £'000	1974 £'000	1975 £'000	1976 £'000	1977 £'000
Paint contracting and manufacture	66	70	226	299	203
Tarmac surfacing	71	35	174	119	38
Joinery manufacture	—	—	—	—	(90)
Property investment	(9)	28	(16)	69	20
Estate management	—	—	—	—	(13)
Other activities	(11)	(2)	9	(48)	(72)
Profits before taxation and exceptional item	117	131	391	439	79
Exceptional item (see note (iii) below) ..	—	—	—	—	(68)
	117	131	391	439	11

The results for 1977 were affected by the following factors:—

(i) Painting contracts and tarmac surfacing contracts were subject to inflationary cost increases which could not be recovered by increased sale prices. All major contracts now have automatic price increases consistent with an agreed price index relating to material costs and wage increases within Government guidelines.

(ii) *The joinery manufacturing results reflect the cost of rationalising production and stock controls* following acquisition, allied with an insufficient level of output. The Directors of Slea are confident that the problems were resolved satisfactorily by 30th September, 1977.

(iii) The exceptional item represents an interest charge relating to borrowings for the purchase of the Gate Burton Estate and is non-recurring as the specific borrowings were repaid shortly after the year end following the sale of a substantial proportion of the Estate.

The Directors of Slea forecast that, in the absence of unforeseen circumstances, the Slea Group's profits before taxation, extraordinary items and the results of associated companies for the nine month period ending 30th June, 1978, will be not less than £225,000.

Extraordinary items have arisen on the disposal of the Gate Burton Estate at a capital profit of £500,000 and will arise on the proposed disposal of shares in the Company by Slea at a capital profit of £14,000. The estimated Corporation Tax on these capital gains amounts to £154,000 giving extraordinary items after taxation of £360,000, all of which is deemed to relate to the pre-acquisition period.

The assumptions on which the above forecast is based are set out in paragraph 8 below.

In future the Slea Group will make up its accounts to 30th June.

(3) The Enlarged Group

The combined profits before taxation of the Existing Group for the year ended 30th June, 1977, as shown in the audited accounts, and the profits before taxation of the Slea Group for the year ended 30th September 1977 as shown in the audited accounts, total £37,093.

The Directors forecast that, in the absence of unforeseen circumstances, the consolidated profits before taxation, extraordinary items and the results of associated companies of the Enlarged Group for the year ending 30th June, 1978 will be not less than £250,000.

The assumptions on which the above forecast is based are set out in paragraph 8 below.

On the basis of this forecast, the Directors expect to declare a final dividend of 0.33p net per Ordinary share. This dividend with the associated tax credit at the current rate of 34 per cent., is equivalent to a gross dividend of 0.5p per share for the year ending 30th June, 1978. The Board intends to pay this dividend in or about December, 1978. The Deferred Ordinary shares to be issued as consideration for the acquisition of Slea will not rank for any dividends or distributions declared paid or made prior to 28th March, 1978.

The following table illustrates the estimated appropriation of the profits forecast above, assuming a corporation tax rate of 52 per cent. and dividends of 0.33p net per share on the enlarged share capital of £981,153:—

	£'000
Consolidated profits before taxation, extraordinary items *and the results of associated companies*	
The Existing Group (*12 months*)	25
The Slea Group (*9 months*)	225
	250
Taxation	130
Profits after taxation	120
Extraordinary items after taxation	360
Profits after tax and extraordinary items	480
Pre-acquisition	408
	72
Proposed Dividend	65
Retained Profits	7
Earnings per share	0.61p
Dividend cover	1.85

The Board intends, subject to unforeseen circumstances, to declare dividends totalling 0.5p net per share in respect of the year ending 30th June, 1979, which including a tax credit at the current rate of 34 per cent., would be equivalent to a gross annual dividend of 0.758p. It is the intention of the Directors to declare interim dividends in or about April and final dividends in or about December.

5. WORKING CAPITAL

The Directors of the Company are satisfied that, taking into account bank and other facilities available, the Enlarged Group will have adequate working capital for its current requirements.

6. DIRECTORS, MANAGEMENT AND EMPLOYEES

Directors

R. J. Brealey	Aged 42.	Chairman and Chief Executive; Director of the Company since 21st September, 1976; a Director of Slea since 30th October, 1964 and associated with C. J. Else & Co. Limited since 1954.
R. Calzada	Aged 63.	Managing Director; Director of the Company since 20th December, 1965 and associated with the Existing Group since 1949.
L. Brealey	Aged 45.	Executive; Director of the Company since 21st September, 1976 and a Director of Slea since 30th October, 1964. Managing Director of Lincoln Woodworking Company Limited.
R. D. Guthrie	Aged 68.	Non-Executive; Appointed a Director of the Company on 20th December, 1965, resigned on 21st September, 1976 and re-appointed on 13th January, 1977. He has been associated with the Existing Group since 1949.
R. D. Young	Aged 38.	Non-Executive; Director of the Company since 22nd April, 1977.

Secretary

V. M. Ormerod, F.C.I.S., A.C.M.A.	Aged 64.	Secretary since 31st January, 1968 and associated with the Existing Group since 1948.

Management

The Existing Group		
G. H. Townend	Aged 62.	Managing Director of Lincoln Hotels Limited.
N. Peduzzi	Aged 52.	Manager of A L'Ecu de France Restaurant.
J. A. Webb	Aged 65.	Managing Director of Cafrance Limited.
M. Hogg	Aged 58.	Managing Director of Epicure Supplies Limited.
V. Eyre	Aged 37.	Manageress of R. & M. Blake Limited.
J. Patience	Aged 22.	Manager of The Queen Hotel.
The Slea Group		
W. E. Bannister, A.I.Q.S., L.I.O.B.	Aged 37.	Property Manager of Flaxwell Properties Limited.
V. R. Brealey	Aged 47.	Director of Linwood & Company Limited.
B. Broughton	*Aged 46.*	*Production Director of Lincoln Woodworking Company Limited.*
H. S. Buckle	Aged 58.	Director of Tyrrell Contractors (Heckington) Limited.
M. Callow, F.C.A.	Aged 38.	Group Accountant of Slea.
J. Cheseldine	Aged 28.	Manager of C. J. Else & Co. Limited.
A. Gregory, A.C.A.	Aged 30.	Financial Director of Lincoln Woodworking Company Limited.
J. P. Newlove	Aged 27.	Sales Director of Lincoln Woodworking Company Limited.
T. Scott	Aged 32.	Manager of C. J. Else & Co. Limited.
R. Toodle	Aged 46.	Director of Enfield Chemicals Limited.

Employees

Number of employees in the Existing Group	221
Number of employees in the Slea Group	415
Number of employees in the Enlarged Group	636

7. ACCOUNTANTS' REPORT ON SLEA

The following is a copy of a report received from Dearden Farrow the Auditors of the Company and the Reporting Accountants.

5 Giltspur Street,
London EC1A 9PD

The Directors,
Epicure Holdings Limited,
Eagle House,
110 Jermyn Street,
London SW1Y 6HB.

11th January, 1978.

Gentlemen,

(1.) INTRODUCTION

We have examined the audited accounts of Slea Holdings Limited ("Slea") and its subsidiaries (collectively referred to as the "Slea Group") which have been prepared under the historical cost convention, as modified by the revaluation of certain properties, for the period from 1st October, 1972 to 30th September, 1977. The audited accounts for the years ended 30th September, 1976 and 1977 are the consolidated accounts for those years. For the period 1st October, 1972 to 30th September, 1975 consolidated accounts were not prepared and audited and the information in this report for that period is prepared from a consolidation of the audited accounts of the Slea Group companies.

The information given in this report is based on the above mentioned audited accounts after making such adjustments as we consider appropriate.

At 30th September, 1976 and 30th September, 1977 Slea held 68.77 per cent. and 57.39 per cent., respectively, of the share capital of Epicure Holdings Limited ("Epicure"). Since this report is being issued in connection with the acquisition of Slea by Epicure it is considered appropriate to exclude Epicure as a sub-*sidiary in the information set out below.*

The opinion of the auditors on each of the accounts for the two years ended 30th September, 1977 is expressed as being subject to the availability of tax relief of £485,824 which had been anticipated in relation to tax mitigation arrangements. In this Report provision has been made in full for this possible liability, although the relevant computations are still under negotiation with the Inland Revenue. Subject to this, in our opinion the information set out below gives, under the historical cost convention, as modified by the revaluation of certain properties, a true and fair view of the profits and source and application of funds of the Slea Group for the periods stated and of the state of affairs of Slea and of the Slea Group at the dates stated.

(2.) ACCOUNTING POLICIES

The following principal accounting policies have been consistently applied in arriving at the information given in this report:—

(a) **Consolidation**

Accounts of subsidiaries are made up to the same date as those of the parent company, and are prepared in accordance with uniform accounting bases and policies.

As stated above the results and balance sheet of Epicure, whose year end is 30th June, have not been consolidated with those of the Slea Group.

The results of the associated company, Ratiomatic Transmissions Limited, 35 per cent. owned since September, 1976, have not been consolidated with those of the Slea Group since the latest audited accounts were made up to 31st *October, 1976 and the share of results to that date is immaterial* to the Slea Group.

(b) **Turnover**

Turnover represents the sales value of goods sold, work done and gross rents receivable by the Slea Group during the period but excludes VAT and inter-company sales.

(c) ***Stocks and work in progress***

Raw material stocks, work in progress and finished goods are stated at the lower of cost and net realisable value. The cost of work in progress is represented by materials, labour and the appropriate overhead recovery element.

(d) **Fixed assets and depreciation**

Freehold land and buildings are stated at cost or subsequent valuation. Other assets are stated at *cost less depreciation.*

Freehold land and buildings are not depreciated. Other fixed assets are depreciated over periods appropriate to their estimated useful lives.

(e) **Deferred taxation**

Provision is made using the liability method for tax deferred by accelerated capital allowances and stock appreciation relief. Provision is also made for deferred tax on chargeable gains that would arise if properties were realised at the revalued amounts *incorporated in the balance sheets.*

(3.) PROFIT AND LOSS ACCOUNTS

	Notes	1973	1974	1975	1976	1977
		Year ended 30th September				
		£'000	£'000	£'000	£'000	£'000
Turnover		1,278	1,390	1,966	2,335	3,286
Operating costs		1,161	1,259	1,575	1,396	3,275
Profit before taxation and extraordinary items	1	117	131	391	439	11
Taxation	2	*58*	*65*	*201*	*217*	*22*
Profit/(Loss) after taxation		59	66	190	222	(11)
Minority share of Loss/(Profits) in subsidiaries		—	—	(1)	1	18
		59	66	189	223	7
Extraordinary items	3	—	—	(48)	(63)	43
Profit retained		59	66	141	160	50
Earnings per share	5	£5.87	£6.66	£18.88	£21.50	£0.64

Notes on profit and loss accounts:

1. **Profit before taxation and extraordinary items**

Profit before taxation and extraordinary items is arrived at after charging:

	1973	1974	1975	1976	1977
	Year ended 30th September				
	£'000	£'000	£'000	£'000	£'000
Depreciation	44	36	40	54	74
Loan and bank interest	25	45	75	64	207

During the year ended 30th September, 1977 Slea Horticulture Limited, a subsidiary of Slea, acquired *the Gate Burton Estate, near Gainsborough,* for £856,000. The net estate running costs and interest for the year ended 30th September, 1977 amounted to £86,000

Additionally on 13th May, 1977 *Slea acquired* 75 per cent. of the shares in Lincoln Woodworking Company Limited and 100 per cent. of Linwood & Company Limited. The losses arising from these businesses from 13th May to 30th September, 1977 amounted to £90,000.

The effect of these acquisitions has been as follows:—

	£'000
Profit of existing businesses	187
Net estate running costs and interest	(86)
Net losses of new businesses	(90)
Profit before taxation for the year	11

A substantial part of the Gate Burton Estate has been disposed of since 30th September, 1977 giving a capital surplus of approximately £500,000.

2. **Taxation**

Taxation is based on the results of the Slea Group for each year. Slea was a close company within the terms of the Income and Corporation Taxes Acts 1970 for the whole period, and shortfall assessments have been raised on the shareholders by the Inland Revenue in respect of the year ended 30th September, *1975 which are currently under appeal. Assessments for Corporation Tax have been raised for years* ended 30th September, 1975 and 1976 which are also under appeal pending the outcome of negotiations referred to in the next note.

3. **Extraordinary Items**

	1975	1976	1977
	Year ended 30th September		
	£'000	£'000	£'000
Tax mitigation arrangement costs	(48)	(79)	—
Profit on sale of shares in Epicure	—	23	47
Less: Taxation	—	(7)	(4)
	(48)	(63)	43

The tax mitigation arrangement costs were the net costs, before tax relief, of transactions entered into by the Slea Group intended to reduce the taxation liabilities of the Slea Group.

No allowance has been made in the above statement for the tax savings of £485,824, referred to above, which are still under negotiation with the Inland Revenue, and this possible liability is shown seperately *in the balance sheets.*

4. **Dividends**

No dividends have been paid by Slea in respect of the period covered by this report.

5. **Earnings per share**

Earnings per share are based on the profit after taxation and the minority interests in subsidiaries but before taking into account extraordinary items. Up to 30th September, 1975 the issued share capital of Slea was 10,000 Ordinary shares of £1 each and thereafter it was 10,367 Ordinary shares of £1 each.

(4.) BALANCE SHEETS 30th September

Slea 1977		*Notes*	*1972*	*1973*	*1974*	*1975*	*1976*	*1977*
			Slea Group					
£'000			£'000	£'000	£'000	£'000	£'000	£'000
	Fixed Assets: Freehold land and buildings at:	1						
26	Cost		225	425	587	868	912	1,742
—	*Valuation*		5	27	21	21	64	51
—	Long leasehold land and buildings		—	—	—	—	4	401
28	Plant and equipment		76	131	124	148	229	408
54			306	583	732	1,037	1,209	2,602
	Investments:	2						
163	Epicure		—	—	—	—	195	163
—	Quoted		—	7	9	10	2	—
26	Unquoted		1	—	—	—	11	26
195	Subsidiaries		—	—	—	—	—	—
438			307	590	741	1,047	1,417	2,791
	Current Assets:							
—	Stock and work in progress ..	3	77	217	264	235	292	738
34	Debtors		184	218	246	454	489	739
—	Bank and cash balances		60	17	5	5	2	—
34			321	450	515	694	783	1,477
	Less: Current Liabilities							
59	Creditors		228	329	385	413	461	939
365	Bank overdraft	4	116	303	361	514	633	1,896
—	Current taxation		43	65	—	—	—	—
424			387	697	746	927	1,094	2,835
(390)	*Net Current Liabilities*		(66)	(247)	(231)	(233)	(311)	(1,358)
—	*Less:* Corporation Tax	5	—	—	(39)	(231)	(486)	(486)
(10)	Deferred taxation	6	(10)	(27)	(66)	(68)	(53)	(110)
—	Loans	7	(164)	(176)	(232)	(200)	(50)	(250)
38	*Net tangible assets*		67	140	173	315	517	587
—	Goodwill arising on acquisition of subsidiaries		53	54	82	82	82	81
38	Net Assets		120	194	255	397	599	668
10	Share Capital	8	10	10	10	10	10	10
28	Reserves	9	109	183	244	385	588	638
38	Shareholders' funds		119	193	254	395	598	648
—	Minority interests		1	1	1	2	1	20
38	Capital Employed		120	194	255	397	599	668

Notes on the balance sheets of Slea and the Slea Group at 30th September, 1977:

1. **Fixed Assets**

Slea Cost	Slea Accumulated depreciation	Slea Net book value		Slea Group Cost or valuation	Slea Group Accumulated depreciation	Slea Group Net book value
£'000	£'000	£'000		£'000	£'000	£'000
26	—	26	Freehold land and buildings ..	1,793	—	1,793
—	—	—	Long leasehold land and buildings	402	1	401
36	8	28	Plant and equipment	770	362	408
62	8	54		2,965	363	2,602

Freehold land and buildings includes properties stated at professional valuations of £51,000. The properties were valued in 1975 on an open market basis.

2. **Investments**

	£'000
Epicure	
Shares at cost	163
Market value at 30th September, 1977	1,007

Under a conditional agreement dated 11th January, 1978 it is proposed that these shares will be sold for approximately £177,000.

	£'000
Unquoted	
Cost of shares in:	
Ratiomatic Transmissions Limited (35 per cent.)	24
Polyset Products Limited (5 per cent.)	2
	26

The Directors are of the opinion that the value of the unquoted investments is not significantly different from the amounts at which they are stated in the balance sheets.

	£'000
Subsidiaries	
The investment in subsidiaries comprised:	
Shares at cost	665
Amounts due from subsidiaries	123
	788
Amounts due to subsidiaries	593
	195

3. **Stock and work in progress**

	£'000
Raw materials	216
Work in progress	421
Finished goods	101
	738

4. **Bank overdrafts**

At 30th September, 1977 Slea had a bank overdraft of £365,000 and subsidiaries had bank overdrafts totalling £1,531,000 all of which were secured by debentures and inter-group guarantees on the assets of the Slea Group.

5. **Corporation tax**

The liability of £485,824 arises from transactions referred to in section 3 note 3 above.

6. **Deferred taxation**

The deferred taxation at 30th September, 1977 comprised:

	Slea	Slea Group
	£'000	£'000
Accelerated capital allowances	10	215
Stock appreciation relief	—	214
Unrealised property appreciation	—	11
Unrelieved tax losses	—	(330)
	10	110

7. **Loans**

At 30th September, 1977 Lincoln Woodworking Company Limited (75 per cent. owned) had a loan of £250,000 from the Industrial and *Commercial* Finance Corporation Limited, which is repayable by quarterly instalments of £6,250. The rate of interest payable on the loan is 16.25 per cent. per annum. *The loan is secured by a first charge on the leasehold property of the subsidiary,* which has an option to repay the whole or part of the loan outstanding after 31st March, 1982.

8. **Share Capital**

	£'000
Authorised:	
15,000 shares of £1 each	15
Issued and fully paid:	
10,367 shares of £1 each	10

9. **Reserves**

The movements on the Slea Group reserves were as follows:—

	1973	1974	1975	1976	1977
	Year ended 30th September				
	£'000	£'000	£'000	£'000	£'000
Opening balance	109	183	244	385	588
Profit retained	59	66	141	160	50
Surplus on revaluation of freehold land and buildings	15	(5)	—	32	—
Share premium on issue of shares ..	—	—	—	11	—
Closing balance	183	244	385	588	638

The reserves of Slea and the Slea Group as at 30th September, 1977 are as follows:—

	Slea	Slea Group
	£'000	£'000
Profit retained	17	593
Share premium account	11	11
Unrealised surplus on revaluation of freehold land and buildings	—	34
	28	638

10. **Capital Commitments**

	Slea	Slea Group
	£'000	£'000
Authorised and contracted for	—	28
Authorised but not contracted for	50	50

(5) SOURCE AND APPLICATION OF FUNDS

	1973	1974	1975	1976	1977
	Year ended 30th September				
	£'000	£'000	£'000	£'000	£'000
SOURCE OF FUNDS					
Profit before taxation and extraordinary items less minority interests	117	131	390	440	29
Tax mitigation arrangement costs (see section 3 note 3)	—	—	(48)	(79)	—
Minority interests	—	—	1	(1)	(18)
Adjustment for item not involving the movement of funds:					
Depreciation	44	36	40	54	74
Total generated from operations ..	161	167	383	414	85
Funds from other sources:					
Issue of shares	—	—	—	11	—
Disposal of investments	1	—	—	10	81
Disposal of fixed assets	9	270	38	48	113
Taxation recovered	—	—	—	3	—
Loan advances	12	56	—	—	—
	183	493	421	486	279
APPLICATION OF FUNDS					
Taxation paid	22	52	7	—	—
Acquisition of subsidiaries	1	28	—	—	124
Acquisition of minority	—	—	—	—	1
Acquisition of fixed assets	312	455	383	230	1,026
Acquisition of investments	7	2	1	184	15
Repayment of Loans	—	—	32	150	50
	342	537	423	564	1,216
NET OUTFLOW OF FUNDS	159	44	2	78	937
MOVEMENT IN WORKING CAPITAL					
(Increase)/decrease in stocks ..	(133)	(33)	29	(57)	23
(Increase)/decrease in debtors ..	(29)	6	(208)	(35)	113
Increase/(decrease) in creditors ..	91	21	28	48	(217)
MOVEMENT IN NET LIQUID FUNDS					
Decrease in bank and cash balances	43	12	—	3	2
Increase in bank overdraft	187	39	153	119	1,016
DECREASE IN WORKING CAPITAL AND NET LIQUID FUNDS	159	44	2	78	937

ACQUISITION OF SUBSIDIARIES	1973 £'000	1974 £'000	1975 £'000	1976 £'000	1977 £'000
Net assets acquired					
Fixed assets	—	5	—	—	554
Goodwill	1	28	—	—	(1)
Stocks	7	14	—	—	469
Debtors	3	35	—	—	363
Creditors	(10)	(35)	—	—	(695)
Bank overdraft	—	(19)	—	—	(247)
Loans	—	—	—	—	(250)
Deferred taxation	—	—	—	—	(32)
Minority interest	—	—	—	—	(37)
	1	28	—	—	124

(8) ACCOUNTS

No accounts of Slea or the Slea Group have been prepared and audited in respect of any period subsequent to 30th September, 1977.

Yours faithfully,
DEARDEN FARROW,
Chartered Accountants.

8. PROFIT FORECASTS AND ASSUMPTIONS

(1) The Existing Group

The Directors forecast that, in the absence of unforeseen circumstances, and on the basis of the assumptions set out below, the consolidated profits before taxation, extraordinary items and the results of associated companies of the Existing Group for the year ending 30th June, 1978 will be not less than £25,000.

The significant assumptions made in arriving at this forecast are as follows:

1. There will be no exceptional economic, industrial or political factors which will affect the turnover of the restaurants and hotels of the Existing Group.
2. There will be no changes in the Executive Management of the Existing Group.
3. The accounting policies of the Existing Group will not change.
4. The present basis and rates of taxation and duties will not change.
5. Present interest rates will not change materially.
6. *Any inflationary increases in costs will be absorbed by higher sales prices.*

(2) The Slea Group

The Directors of Slea forecast that, in the absence of unforeseen circumstances, and on the basis of the assumptions set out below, the consolidated profits before taxation, extraordinary items and the results of associated companies of the Slea Group for the nine months ending 30th June, 1978 will be not less than £225,000.

The significant assumptions made in arriving at this forecast are as follows:

1. There will be no exceptional economic, industrial or political factors which will affect the production of the Slea Group, the continuance of supplies or the requirements of customers.
2. There will be no significant changes in the Executive Management of the Slea Group.
3. The accounting policies of the Slea Group will not change.
4. Present interest rates will not change materially.
5. Any inflationary increases in costs will be absorbed by higher sales prices.

(3) The Enlarged Group

The Directors forecast that, in the absence of unforeseen circumstances, and on the assumption that the above nine month forecast for the Slea Group, made by the Directors of Slea, will be achieved, the consolidated profits before taxation, extraordinary items and the results of associated companies of the Enlarged Group for the year ending 30th June, 1978 will, prior to the calculation of pre-acquisition profits, be not less than £250,000.

9. PRO-FORMA CONSOLIDATED BALANCE SHEET OF THE ENLARGED GROUP

The Pro-forma Consolidated Balance Sheet of the Enlarged Group set out below has been prepared by combining the audited Consolidated Balance Sheet of the Existing Group at 30th June, 1977, as set out below, with the Consolidated Balance Sheet of the Slea Group at 30th September, 1977 as set out in the Accountants' Report and making adjustments in respect of the matters set out in Note 1 below:—

Consolidated Balance Sheet of the Existing Group at 30th June, 1977 £'000		Notes	*Pro-forma Consolidated* Balance Sheet of the Enlarged Group £'000	£'000
	FIXED ASSETS	2		
361	*Freehold land and buildings*			1,414
—	Long leasehold land and buildings			401
1	Short leasehold land and buildings			1
154	Plant, equipment and motor vehicles			562
516				2,378
3	UNQUOTED INVESTMENTS	3		29
519				2,407
	CURRENT ASSETS			
177	Stock and work in progress		915	
154	Debtors		980	
1	Amount due from Slea (since paid)		—	
2	Cash in hand		2	
334			1,897	
	CURRENT LIABILITIES			
249	Creditors		1,188	
231	Bank overdrafts secured		916	
480			2,104	
146	NET CURRENT LIABILITIES			207
373				2,200
	DEFERRED LIABILITIES			
42	Deferred taxation		152	
52	*Loans—secured*	4	302	
—	Corporation tax	5	640	
94				1,094
279	NET TANGIBLE ASSETS			1,106
93	GOODWILL ON CONSOLIDATION	6		161
372	NET ASSETS			1,267
237	ISSUED SHARE CAPITAL	7		981
93	CAPITAL RESERVE			93
—	SHARE PREMIUM	8		131
42	PROFIT AND LOSS ACCOUNT			42
372	SHAREHOLDERS' FUNDS			1,247
—	MINORITY INTEREST			20
372	CAPITAL EMPLOYED			1,267

Notes:

1. Adjustments

The significant adjustments made in the preparation of the *Pro-forma Consolidated Balance Sheet* of the Enlarged Group set out above are in respect of the following matters:—

(a) The *net cash proceeds of £1,240,000 (after sales expenses of £110,000)* arising from the disposal by Slea Horticulture Limited in October, 1977 of part of the land at the Gate Burton Estate having an apportioned cost of approximately £740,000 and the corporation tax of £150,000 on the capital *gain, giving a net surplus of £350,000.*

(b) The net cash proceeds of £177,000 arising from the conditional disposal by Slea on 11th January, 1978 of *its shareholding in the Company*, having a cost of £163,000, and the corporation tax of *£4,000 on the capital gain, giving a net surplus of £10,000.*

(c) The payment of the expenses of the acquisition of Slea and the work in connection with the application for admission of the Company's issued share capital to the Official List which are estimated to amount to £120,000, and which have been charged to goodwill on consolidation.

(d) The issue of 12,507,000 Deferred Ordinary shares of 5p each of the Company at a premium of 2p as a consideration for the share capital of Slea.

(e) The capitalisation of £118,500.85 of the resulting share premium in (d) above by the issue of 2,372,017 Ordinary shares of 5p each of the Company.

(f) Debtors include a cash advance to Polyset Products Limited of £86,623 secured by a Debenture dated 11th January, 1978.

2. Fixed Assets

	Freehold land and buildings	Leasehold land and buildings: Long lease	Leasehold land and buildings: Short lease	Plant, *equipment and* motor vehicles
	£'000	£'000	*£'000*	*£'000*
Cost	1,293	402	1	846
Valuation 1957	—	—	—	18
Valuation 1960	70	—	—	—
Valuation 1975	51	—	—	—
Valuation 1976	—	—	—	105
	1,414	402	1	969
Depreciation	—	1	—	407
Net book value	1,414	401	1	562

3. Unquoted Investments

Cost of shares in:		£'000
Ratiomatic Transmissions Limited	(35 per cent.)	24
Polyset Products Limited	(20 per cent.)	4
Criplime Limited	(30 per cent.)	1
		29

4. Loans

	£'000
Deferred bank loan	52
Industrial and Commercial Finance Corporation Limited	250
	302

5. Corporation Tax

This includes an amount of £485,824 referred to in section 3 note 3 of the Accountants' Report. In the event of negotiations with the Inland Revenue proving successful, this amount will be released and will enhance the assets of the Enlarged Group, subject to any relief given to the vendors of Slea under the tax indemnities given in material contract no. (xxxv) in paragraph 17 below.

6. Goodwill on consolidation

		£'000
Balance 30th June, 1977		93
Cost of acquiring Slea, see note 1 (d) above	875	
Estimated expenses of acquisition	120	
	995	
Less: Assets acquired from Slea	927	
		68
		161

The goodwill on *consolidation of Slea* will be reduced by the trading profit after taxation of the Slea Group from 1st October, 1977 to the effective date of acquisition.

7. *Issued Share Capital*

	£'000
Balance 30th June, 1977	237
Issued on acquisition of Slea	625
Capitalisation of *share premium*	119
	981

8. Share Premium

	£'000
Arising on acquisition of Slea	250
Less: Capitalisation	119
	131

10. PROFITS

The Existing Group

The following table *shows the summarised* profit and loss accounts of the Existing Group based upon the audited accounts of the Company for the five years ended 30th June, 1977:—

	1973 *£'000*	1974 £'000	1975 £'000	1976 £'000	1977 £'000
TURNOVER (Note 1)					
On continuing businesses	750	779	786	1,005	1,317
On businesses sold	666	625	463	341	—
	1,416	1,404	1,249	1,346	1,317
TRADING PROFIT/(LOSS)					
On continuing businesses	75	29	(43)	8	26
On businesses sold	23	(47)	(75)	(43)	—
Profit (Loss) before tax and extraordinary items (Note 2)	98	(18)	(118)	(35)	26
Taxation (payable) recoverable	(44)	(9)	5	28	(9)
Profit (Loss) after tax	54	(27)	(113)	(7)	17
Loss (*Profit*) *attributable to* minority interest	(1)	1	—	—	—
	53	(26)	(113)	(7)	17
Extraordinary items:—					
Cost of investigations into possible acquisitions	—	—	(5)	—	(2)
Surplus (Deficit) on the disposal of businesses	—	—	6	19	(2)
Cost of consulting engineers in connection with option investigation	—	—	—	—	(1)
Creation of deferred tax provision	(17)	—	—	—	—
	36	(26)	(112)	12	12
Dividends (Net)	(27)	(4)	—	—	—
Surplus (Deficit) for the year	9	(30)	(112)	12	12
Gross *dividend* equivalent per share	0.80p	0.125p	—	—	—

Notes:

1. Turnover represents the total amount receivable (excluding value added tax) by all companies comprised in the Existing Group for goods sold and services provided to outside customers during the year.
2. *Depreciation and interest payable*
Profit (Loss) before taxation and extraordinary items is arrived at after charging:

	1973 £'000	1974 £'000	1975 £'000	1976 £'000	1977 £'000
Depreciation	15	21	23	21	14
Interest payable	6	13	18	32	21

11. PREMISES

Details of the principal properties of the Existing Group are as follows:—

Property	*Approximate Area*	*Usage*	*Tenure*
The White Hart, Bailgate, Lincoln.	21,780 sq. ft.	Hotel with 68 bedrooms	Freehold
The Queen Hotel, High Street, Lincoln.	5,120 sq. ft.	Hotel with 19 bedrooms	Freehold
321/322 High Street, Lincoln.	1,500 sq. ft.	*Part of Hotel above*	Leasehold. 27 years unexpired at an annual rent of *£1,500: reviewable* every 7 years.

The Queen Hotel and the leasehold premises at 321/322 High Street were valued at £80,000 by Messrs. De Groot Collis, Estate Agents and Valuers, as at 3rd May, 1977. The valuation was carried out on a going concern basis.

111 Jermyn Street, London SW1	6,935 sq. ft.	A L'Ecu de France Restaurant	Leasehold. 19 years unexpired at an annual rent of *£23,250; reviewable* every 5 years.
110 Jermyn Street, London SW1	1,160 sq. ft.	Offices used by the Epicure Group	3 year rental at £8,000 per annum.

Details of the principal properties of the Slea Group are as follows:

Property	*Approximate Area*	*Usage*	*Tenure*
Southgate Shopping Centre, Sleaford, Lincolnshire	2 acres, of which 42,000 sq. ft. are sales area	Shopping centre split into 16 shop units, 1 supermarket and 16 flats	*Freehold*
Gate Burton Hall and Parkland at Gate Burton, near Gainsborough, Lincolnshire.	80 acres	Hall and agricultural land	Freehold
Deacon Road, Outer Circle Drive, Lincoln.	7.25 acres of which 81,600 sq. ft. are covered area	Factory unit occupied by Lincoln Woodworking Company Limited	Leasehold. 92 years unexpired at an annual rent of £3,950; reviewable every 14 years.
Stamp End, Lincoln	0.9 acres of which *32,000 sq. ft. are* covered area	Factory unit occupied by Lincoln Woodworking Company Limited	Leasehold. 868 years *unexpired:* no ground rent payable.

The Slea Group holds 25 other freehold properties and one leasehold property. These properties are mainly houses or cottages in Sleaford, Lincolnshire.

12. CAPITAL HISTORY AND STRUCTURE

The Company

At 30th June, 1977 the share capital of the Company was as follows:—

Authorised		Issued and fully paid
£350,000	Ordinary shares of 5p each	£237,202

On 6th February, 1978 shareholders approved resolutions increasing the authorised capital to £1,250,000 by the creation of an additional 12,507,000 Deferred Ordinary shares of 5p each and 5,493,000 *Ordinary shares of 5p each and allotting to the shareholders of Slea 12,507,000 Deferred Ordinary shares* in the Company.

On 6th February, 1978 shareholders also approved a capitalisation issue of 2,372,017 new Ordinary *shares* of 5p each.

The Directors confirm that no issue will be made of the authorised but unissued share capital which would effectively alter the control of the Company or the nature of its business without the prior approval of the Company in general meeting and that no material issue of shares (other than to shareholders *pro rata* to existing holdings) will be made within one year without prior approval of the Company in general meeting.

Subsidiaries

Particulars of the subsidiaries of the Company, all of which are wholly owned private companies incorporated in England, are as follows:—

Company	Business	Date of Incorporation	Issued Capital £
Lincoln Hotels Limited	Hotel	24.6.69	5,000
Epicure Investments Limited	Sub-holding company	11.3.64	74,881
A L'Ecu de France, Limited	Restaurant	24.10.36	42,750
Cafrance Limited	Wine merchants and shippers	2.9.59	10,000
Epicure Supplies Limited	Restaurant supplies, contract furnishing and interior decorating	10.6.65	2
R. & M. Blake Limited	Florists, specialising in contract floral displays and table decorations	14.3.34	1,134

Particulars of Slea and its subsidiaries, all of which are private companies incorporated in England and, except where shown, are wholly owned by Slea, are as follows:—

Company	Business	Date of Incorporation	Issued Capital £
wholly owned:			
Slea Holdings Limited	Holding company	24.8.64	10,367
C. J. Else & Co. Limited	Painting contractors	24.3.26	100,000
C. J. Else Construction Services Limited	Construction services	8.2.77	100
Flaxwell Properties Limited	Property investment	6.5.12	500,000
Tyrrell Contractors (Heckington) Limited	Tarmac surfacing and general contracting	12.9.66	100,000
Enfield Chemicals Limited	Paint manufacturers	15.9.37	100,000
Slea Aviation Limited	Helicopter hire	8.12.76	100
Linwood & Company Limited	Retailers and wholesalers of timber and associated products	5.5.53	100
A. W. Blanchard Limited	Grocery and wine retailers	23.3.63	10,000
C. H. Keightley & Son (Sleaford) Limited	Tailors and outfitters	4.7.57	10,000
Slea Horticulture Limited	Florists, contract gardeners and estate managers	13.6.69	3,000
Slea Merchants Limited	Decorators merchants and picture framing	11.5.64	75,000
75 per cent. owned:			
Lincoln Woodworking Company Limited	Manufacturing joiners	18.10.57	140,000
P. H. Newlove Limited	*Property investment*	15.1.57	*60*

During the two years preceding the publication of this advertisement the following companies have made changes to or issues of their share capital as set out below:—

Company	Date of Change	Authorised Share Capital: Before £	Authorised Share Capital: After £	Issued Share Capital: Before £	Issued Share Capital: After £
Slea Merchants Limited	29.6.76	30,000	75,000	*30,000*	*75,000*
Slea Holdings Limited	1.7.76	10,000	15,000	10,000	10,367
C. J. Else Construction Services Limited	8.2.77	100	100	2	100
Slea Aviation Limited	*8.12.76*	*100*	*100*	2	100
Lincoln Woodworking Company Limited	13.5.77	50,000	200,000	15,600	140,000
Enfield Chemicals Limited	8.7.77	65,000	100,000	60,170	100,000
C. J. Else & Co. Limited	8.7.77	20,000	100,000	15,000	100,000
Tyrrell Contractors (Heckington) Limited	8.7.77	10,000	100,000	9,236	100,000
Flaxwell Properties Limited	8.7.77	2,000	500,000	2,000	500,000

The changes to the share capital of Slea Merchants Limited, Slea Holdings Limited, Enfield Chemicals Limited, C. J. Else & Co. Limited, Tyrrell Contractors (Heckington) Limited, C. J. Else Construction Services Limited and Slea Aviation Limited represent shares issued for a cash consideration. C. J. Else Construction Services Limited and Slea Aviation Limited were incorporated with an issued share capital of £2 each. The increase in the share capital of Flaxwell Properties Limited represents a capitalisation issue of £98,000 and a share issue of £400,000 for a cash consideration. The increase in the share capital of Lincoln Woodworking Company Limited represents a capitalisation issue of £5,789, a share issue of £105,000 for a cash consideration *and a share issue of £13,611 as consideration for the acquisition of Linwood & Company Limited and* P. H. Newlove Limited.

Save as disclosed herein there have been no changes in the authorised or issued share capital of the *Company or in the issued share capital of any other company in the Enlarged Group during the period of two* years immediately preceding the publication of this advertisement, nor is it proposed to issue either for cash or otherwise any share capital of any company in the Enlarged Group.

13. ARTICLES OF ASSOCIATION

The Articles of Association of the Company contain provisions (inter alia) to the following effect:

(i) A director may hold any other office or place of profit under the Company (except that of auditor) in conjunction with the office of director and may act in a professional capacity for the Company and, in any such case, on terms as to remuneration and otherwise as the directors may arrange. No director shall be disqualified by his office from contracting with the Company either in regard to such other office or place of profit or as vendor, purchaser or otherwise nor shall any such contract or any contract or arrangement entered into by or on behalf of the Company in which any director shall be in any way interested be avoided, nor shall any director so contracting or being interested be liable to account to the Company for any profit realised by any such contract or arrangement by reason of such director holding that office or of the fiduciary relation thereby established, but the nature of his interest shall be disclosed by him in accordance with the provisions of section 199 of the *Companies Act, 1948. Except as provided in the Articles, a director shall not vote in respect of* any contract or arrangement or any other proposal whatsoever in which he has any interest otherwise than by virtue of his interests in shares or debentures or other securities of or otherwise in or through the Company. A director *shall not be counted in the quorum at a meeting in relation to any* resolution on which he is debarred from voting. A director shall (in the absence of some other material interests than is indicated below) be entitled to vote and be counted in the quorum in respect of any resolution concerning any of the following matters, namely (i) the giving of any security or indemnity to him in respect of money lent or obligations undertaken by him for the benefit of the Company; (ii) the giving of any security or indemnity to a third party in respect of a debt or obligation of the Company for which he himself has assumed responsibility in whole or in part under a guarantee or indemnity or by the deposit of security; (iii) any contract by him to *subscribe for or underwrite shares or debentures of the Company*; (iv) any contract or arrangement concerning any other company in which he is interested only as an officer or creditor or shareholder or otherwise howsoever or beneficially interested in the shares of that Company; or (v) any *proposal concerning the adoption, modification or operation of any pension or other scheme or* fund which relates both to directors and to employees or a class of employees and does not accord to any director as such any privilege or advantage not generally accorded to employees. Where *proposals are under consideration concerning the appointment (including fixing or varying the* terms of appointment) of two or more directors to offices or employments with the Company or to any company in which the Company is interested, such proposals may be divided and considered *in relation to each director separately and in such cases each of the directors concerned (if not* otherwise debarred from voting pursuant to these provisions) shall be entitled to vote and be counted in the quorum in respect of each resolution except that concerning his own appointment.

(ii) The directors shall be paid by way of remuneration for their services as directors such sum as shall from time to time be determined by an ordinary resolution of the Company. The directors shall be entitled to be repaid all *reasonable travelling* expenses incurred by them in the performance of their duties as directors and, if in the opinion of the directors it is desirable that any of their number should make any special journeys abroad or perform any special services on behalf of the Company, *such directors may be paid such extra remuneration* as the directors may determine. The directors may give or award pensions, annuities, gratuities and superannuation or other allowances or benefits to any persons who are or have at any time been directors of or employed by or in the service of the Company or of any subsidiary, *allied or associated company and to the relatives and dependants of any such persons* and may establish schemes, trusts, and funds for the benefit of such persons and the directors may vote on and participate in and retain for their own benefit any such *arrangements notwithstanding their interest therein. The directors* may from time to time appoint one or more of their body to be a managing director or joint managing directors of the Company or to hold office as executive directors as they may decide (except that of auditor). The salary or remuneration of any managing or executive director of the Company shall, subject as provided in any contract, be such sum as the directors may from time to time determine and may include the making of provisions for the payment to him or his dependants, of a pension and for the participation in any pension scheme and life assurance benefits.

(iii) The aggregate amount for the time being undischarged of moneys borrowed by the Company and *its subsidiaries (exclusive of moneys borrowed by the Company from and for the time being* owing to any such subsidiary or by any such subsidiary from and for the time being owing to the Company or another such subsidiary) shall not at any time without the previous sanction of a *resolution of the Company in General Meeting exceed an amount equal to twice the sum of*:—

(a) the nominal amount of the issued and paid up share capital of the Company as shown in the latest audited consolidated balance sheet of the Company;

(b) the amount standing to the credit of the capital and revenue reserves of the Company and its subsidiary companies as shown in the latest audited consolidated balance sheet of the *Company;*

(c) the nominal amount of any paid up share capital of the Company issued after the date at which such balance sheet shall have been made up otherwise than by way of capitalisation *of profits or reserves.*

The Board shall exercise all voting and other rights or powers of control exercisable by the Company in relation to its subsidiaries (if any) so as to secure (so far as by such exercise they can secure) that such limit shall not be exceeded Provided that no such sanction shall be required for borrowing intended to be applied and actually applied within three months after the raising thereof in repaying moneys then outstanding although such borrowing may result in the limit hereinbefore fixed being temporarily exceeded.

(iv) There is no age limit for the retirement of directors.

14. DIRECTORS' AND OTHER SUBSTANTIAL INTERESTS

(1) Of the 12,507,000 Deferred Ordinary shares of the Company conditionally allotted as consideration for the acquisition of the whole of the issued share capital of Slea, 12,063,036 Deferred Ordinary shares will be allotted to Mr. R. J. Brealey and 443,964 Deferred Ordinary shares will be allotted to Mr. L. Brealey.

(2) The *Directors of the Company and their families will, immediately after completion of the acquisition* of Slea and before the capitalisation issue referred to in paragraph 12 above, be interested in the Ordinary shares or the Deferred Ordinary shares of the Company as follows:—

	Deferred Ordinary shares: Beneficial	*Deferred Ordinary shares: Non-beneficial*	*Ordinary shares: Beneficial*	*Ordinary shares: Non-beneficial*
R. J. Brealey	12,063,036	—	100,000	—
R. Calzada	—	—	36,452	—
L. Brealey	443,964	—	100,000	—
R. D. Guthrie	—	—	—	—
R. D. Young	—	—	5,000	—

(3) It is the intention of Mr. R. J. Brealey to sell only sufficient shares to ensure that the Company will not be a close company within the provisions of the Income and Corporation Taxes Act 1970 at 30th June, 1978.

(4) The dealings in the Ordinary shares of the Company by the Directors of the Company and their families during the period commencing twelve months before the announcement of the Offer and ending on the date of this advertisement were as follows:

	Date	*Nature of Transaction*	*Interest*	*Number of shares*	*Price per share*
R. D. Young	22nd April, 1977	Purchase	Beneficial	5,000	33½p
L. Brealey	*5th August, 1977*	*Sale*	*Non-beneficial*	*20,000*	*32p*

(5) Save as disclosed herein the only dealings in the Ordinary shares of the Company by Slea during the period commencing twelve months before the announcement of the Offer and ending on the date of this advertisement were as follows:—

16th November, 1976	Sale	Beneficial	30,000	24p
25th November, 1976	*Sale*	*Beneficial*	*20,000*	*23p*
26th November, 1976	Sale	Beneficial	40,000	23p
6th December, 1976	Sale	Beneficial	100,000	30p

(6) Save as disclosed herein, there are no agreements, arrangements or understandings between the Company, or any person acting in concert with the Company, and any of the Directors or recent Directors, or shareholders, or recent shareholders of Slea having any connection with, or dependence upon the Offer, nor is there in existence any agreement, arrangement or understanding under which the beneficial ownership of *any shares of Slea acquired by the Company pursuant to the Offer will or may be transferred to any other person* but the Company reserves the right to transfer any such shares to a subsidiary of the Company.

(7) Save as disclosed herein, neither the Company nor any of its subsidiaries nor any of the Directors of the Company nor any party acting in concert *with the Company owns or controls or has any beneficial* interest, whether direct or indirect, in any Ordinary shares or any Deferred Ordinary shares of the Company or shares of Slea nor have any such parties dealt in the Ordinary shares of the Company or shares of Slea within the period commencing twelve months before the announcement of the Offer and ending on the date of this advertisement.

(8) *Save as disclosed herein*, so far as the Directors of the Company are aware, no person owns or is beneficially interested in 5 per cent. or more of the issued share capital of the Company.

(9) Ansbacher Investment Management Limited, of which R. D. Young is a Director and shareholder, receives a fee of *£2,000 per annum (reviewable annually) in respect of investment and financial advice.*

(10) R. J. Brealey is a Director of C. J. Else & Co. (Gibraltar) Limited ("Else Gibraltar") in which he has a direct interest of 80 per cent. of its issued share capital. Else Gibraltar carries on business as painting contractors and has for many years sub-contracted painting contracts to C. J. Else & Co. Limited. In the years ended 30th September, 1976 and 1977 sales to Else Gibraltar amounted to approximately £96,000 and *£185,000 respectively.* The estimated direct contribution, before administrative expenses, relating to this turnover was approximately £43,000 and £75,000 respectively.

(11) R. J. Brealey is a Director of Slea Finance Limited ("Slea Finance") in which he and his family *hold 2 per cent. of the issued share capital carrying approximately 95 per cent. of the voting rights.* Slea Finance carries on business in Lincolnshire as a finance company. There has been a running account and there were various hire purchase arrangements between Slea Finance and the Slea Group all of which have *now have been discharged. In addition there were outstanding at 31st December, 1977 monies totalling* £6,918 due to Slea Finance by way of unsecured loans to the Directors of Polyset Products Limited and Criplime Limited. The Enlarged Group is interested in both these companies but has no interest in Slea Finance.

(12) Save as disclosed herein no Director has or has had within two years preceding the date hereof any interest, direct or indirect, in any assets acquired or disposed of by or leased to the Company or any of its subsidiaries or proposed to be so acquired, disposed of or leased.

15. SERVICE CONTRACTS

Save for the contracts referred to below, no Director of the Company has a contract of service with the Company or any of its subsidiaries other than contracts which expire at a date less than one year after the date of this advertisement, or which are determinable by the employing company without payment of compensation other than statutory compensation within one year after the date of this advertisement or which *were available for inspection at the latest Annual General Meeting of the Company and have not subsequently* been varied:

Name	*Expiry Date of Contract*	*Fixed Remuneration*
R. J. Brealey	31st December, 1982	£18,000
R. Calzada	31st December, 1983	£11,500
L. Brealey	31st December, 1982	£10,000

Copies of these Service Contracts are available for inspection as mentioned below.

The aggregate emoluments of the Directors of the Company for the year ended 30th June, 1977 added to the emoluments which were paid to those Directors of Slea who are also Directors of the Company in respect of the year ended 30th September, 1977, amounted to £36,724. Under the arrangements now *in force the emoluments for the current financial year will total approximately £44,900.*

16. LETTERS RELATING TO PROFIT FORECASTS

(1) The following is a copy of a letter to the Directors of the Company from Grindlay Brandts Limited on the profit forecast of the Existing Group, the Slea Group and of the Enlarged Group for the relevant periods ending 30th June, 1978:

23 Fenchurch Street,
London EC3P 3ED.

The Directors,
Epicure Holdings Limited,
Eagle House,
110 Jermyn Street,
London SW1Y 6HB

6th February, 1978

Gentlemen,

We refer to the profit forecasts of Epicure Holdings Limited and its existing subsidiaries (the "Existing Group") for the year ending 30th June, 1978, Slea Holdings Limited and its subsidiaries, excluding the Existing Group, (the "Slea Group") for the nine month period ending on that date and the combined forecast for the period ending 30th June, 1978 of the Existing Group and the Slea Group (the "Enlarged Group"). We have discussed these forecasts with the officers of the Existing Group, *with the officers of the Slea Group and with Dearden Farrow, Chartered Accountants, the Auditors* of the Company and Reporting Accountants, and considered the accounting bases and assumptions.

On these bases, we are of the opinion that the forecast for the Existing Group, for which you as *Directors are solely responsible, the forecast for the Slea Group, for which the Directors of Slea Holdings* Limited are solely responsible, and the forecast for the Enlarged Group, for which you as Directors are solely responsible, set out in the advertisement to be dated 8th February, 1978, have been made with *due care and consideration.*

Yours faithfully,
For GRINDLAY BRANDTS LIMITED,
D. E. MEEKINS,
Director.

(2) The following is a copy of a letter to the Directors of the Company from Dearden Farrow, Chartered Accountants, on the profit forecasts of the Existing Group, the Slea Group and of the Enlarged Group for the relevant periods ending 30th June, 1978:

5 Giltspur Street,
London EC1A 9PD.

The Directors,
Epicure Holdings Limited,
Eagle House,
110 Jermyn Street,
London SW1Y 6HB

6th February, 1978

Gentlemen,

We have reviewed the accounting bases and calculations for (a) the profit forecast of Epicure *Holdings Limited and its subsidiaries (the "Existing Group") for the year ending 30th June, 1978;* (b) the profit forecast of Slea Holdings Limited and its subsidiaries excluding the Existing Group (the "Slea Group") for the nine month period ending 30th June, 1978 and (c) the combined profit forecast *of the Existing Group and the Slea Group (the "Enlarged Group") for the period ending 30th June, 1978* as set out in the Advertisement to be dated 8th February, 1978 (the "Advertisement").

In our opinion the forecasts for (a) the Existing Group, for which you as Directors are solely responsible (b) the *Slea Group, for which the Directors of Slea Holdings Limited are solely responsible* and (c) the Enlarged Group, for which you as Directors are solely responsible, have been properly compiled so far as the accounting bases and calculations are concerned, on the footing of the assumptions made by the respective Directors, set out in paragraph 8 of the Advertisement, and are presented on a basis consistent with the accounting practices normally adopted by the Existing Group and the Slea Group.

Yours faithfully,
DEARDEN FARROW,
Chartered Accountants.

17. MATERIAL CONTRACTS

The following contracts (not being contracts in the ordinary course of business) have been entered into *within the period of two years immediately preceding the date of this advertisement and are or may be material:*

(i) Dated 12th January, 1976 being a Stock Transfer for the purchase by Slea from H. Stirland of 2,500 Ordinary shares of Ratiomatic Transmissions Limited ("Ratiomatic"), formerly Dawnlynn *Limited, for a total cash consideration of £3,750.*

(ii) Dated 12th January, 1976 being a Stock Transfer for the purchase by Slea from Mrs. Blanche Clark of 2,500 Ordinary shares of Ratiomatic for a total cash consideration of £3,750.

(iii) Dated 31st March, 1976 between Slea and Mr. and Mrs. L. Brealey for the acquisition by Slea of the partnership business of Brealeys of Lincoln and Sleaford Picture Framing Co. for a total cash consideration of £5,000.

(iv) Dated 28th May, 1976 being a contract note for the purchase by Slea in the Stock Market of 20,000 Ordinary shares of the Company at 4½p per share for a total consideration of £932.88.

(v) Dated 11th June, 1976 being an *Agreement between A L'Ecu de France, Limited and Birchmain* Limited whereby Birchmain Limited acquired the leasehold interests, goodwill, fixtures and fittings and certain stocks relating to the Empress Restaurant, for a total cash consideration of £79,400.

(vi) *Dated 8th July, 1976 being Stock Transfers for the purchase by Slea from Estates House Investment* Trust Limited of 3,992,584 Ordinary stock units of the Company at 5½p per share in cash.

(vii) Dated 12th August, 1976 being a Stock Transfer for the purchase by Slea from H. Stirland of 2,000 *Ordinary shares of Ratiomatic, for a total cash consideration of £3,000.*

(viii) Dated 26th August, 1976 being a Share Transfer for the sale by Slea to R. J. Brealey of 100,000 shares of the Company at 5½p per share in cash.

(ix) Dated 26th August, 1976 being a Share Transfer for the sale by Slea to L. Brealey of 100,000 shares of the Company at 5½p per share in cash.

(x) Contract notes whereby Slea has, since 27th August, 1976, disposed of 1,231,068 *shares of 5p* each of the Company for a total cash consideration of £144,406 at an average price of 11.7p per share. These contract notes do not include the disposal of the shares to Messrs. R. J. and L. Brealey detailed in sub-paragraphs (viii) and (ix) above.

(xi) Dated 23rd September, 1976 being a series of letters and documents whereby C. J. Else & Co. Limited ("C. J. Else") covenanted to pay to Bixglow Limited (at that time a subsidiary of C. J. Else *and having been incorporated in England on 23rd August, 1976) an annuity of £503,500* each year for a period of five years in consideration of the payment in cash of £2,064,350 to C. J. Else which obligation was released by a further series of documents dated 30th September, 1976 whereby Borogate Limited (a *company not connected with the Slea Group*) assumed the liability to make the four remaining payments of the annuity in consideration of the payment in cash by C. J. Else to Borogate Limited of £1,564,895. Subsequently C. J. Else sold the whole of its interest in Bixglow Limited at a net loss of £90.

(xii) Dated 29th September, 1976 being a Stock Transfer for the purchase by Slea from H. Stirland of 5,000 Ordinary shares of Ratiomatic, for a total cash consideration of £500.

(xiii) Dated 29th September, 1976 being a Stock Transfer for the purchase by Slea from Mrs. Blanche Clark of 5,000 Ordinary shares of Ratiomatic, for a total cash consideration of £500.

(xiv) *Dated 22nd October, 1976 between Slea Horticulture Limited and the personal representatives* of Colonel J. E. W. G. Sandars in respect of the purchase of the Gate Burton Estate near Gainsborough for a total cash consideration of £825,000.

(xv) *Dated 10th November, 1976 being an Agreement between Slea and the Company* whereby the Company was granted an option exercisable by 9th November, 1977 to acquire approximately 35 per cent. of the issued share capital of Ratiomatic. The time for exercising the option was subsequently *extended but the Directors of the Company have decided not to exercise the option.*

(xvi) Dated 4th January, 1977 being an Agreement whereby C. J. Else & Co. Limited agreed to lend a sum not exceeding £10,000 by way of an unsecured capital advance to Ratiomatic on terms set out therein as amended by a supplementary agreement dated 3rd June, 1977.

(xvii) Dated 10th February, 1977 being the sale by Slea to R. J. Brealey of a freehold property known as "The Limes", 107 High Street, Heckington in consideration for the payment of £8,000.

(xviii) Dated 4th March, 1977 being a Debenture granted by Slea to Barclays Bank Limited to secure all sums advanced to Slea or its subsidiaries from time to time by way of charge over the undertaking *and property of Slea and its subsidiaries.*

(xix) Dated 24th March, 1977 being the subscription by the Company for 1,500 shares of £1 each of Criplime Limited representing 30 per cent. of its issued share capital for a cash consideration of *£1,500.*

(xx) Dated 10th April, 1977 being the subscription at par by the Company for 35 shares of £1 each of Fenner Chemicals Limited, representing 35 per cent. of its issued share capital payment in cash *having been made after 30th June, 1977.*

(xxi) Dated 4th May, 1977 being a subscription by the Company for 1,500 shares of £1 each of Polyset Products Limited representing 15 per cent. of its issued share capital for a cash consideration of £1,500.

(xxii) Dated 10th May, 1977 being Heads of Agreement in respect of the subscription by Slea for 105,000 Ordinary shares of the Lincoln Woodworking Company Limited for a cash consideration of £105,000.

(xxiii) Dated 3rd June, 1977 being a contract between The Lincoln Corn Exchange and Market Company Limited and Lincoln Hotels Limited in respect of the sale by the former company to Lincoln Hotels Limited of the freehold interest and fixtures and fittings for £80,000 in cash and stock at valuation of The Queen Hotel, Lincoln, and the grant of the lease referred to in sub-paragraph (xxiv) below.

(xxiv) *Dated 10th June, 1977 being a lease between The Lincoln Corn Exchange and Market Company* Limited and Lincoln Hotels Limited whereby the former company demised, no capital sum being payable, to Lincoln Hotels Limited the first and second floors of 321/322 High Street, Lincoln. *The lease, which is on a full repairing and insuring basis, is for a term of 28 years from 10th June,* 1977 at a rental of £1,500 per annum exclusive, subject to rent reviews every seven years to the then open market value.

(xxv) Dated 1st September, 1977 being Stock Transfers for the purchase by Slea from Lincoln Woodworking Company Limited of 100 Ordinary shares of £1 each of Linwood & Company Limited, for a cash consideration of £15,576.

(xxvi) Dated 29th September, 1977 being Stock Transfers for the purchase by Slea from T. G. Kelsey, T. C. Pearson and J. M. Hunt of 500 shares of £1 each of Polyset Products Limited (representing 5 per cent. of its issued share capital) for a cash consideration of £2,500.

(xxvii) Dated 28th September, 1977 *being a conveyance* by C. J. Else & Co. Limited to R. J. Brealey of the freehold property (subject to a tenancy at a nominal rent) situated at 29 Kings Lane, Great Hale, Lincolnshire in consideration of a cash *payment of £1,500.*

(xxviii) Dated 29th September, 1977 being a conveyance by Slea to R. J. Brealey of *the freehold property (subject to a tenancy at a nominal rent)* known as The Cottage, The Green, Wellingore, Lincolnshire in consideration of a payment of £3,300.

(xxix) Dated 29th September, 1977 being a conveyance by Slea to Mr. and Mrs. G. P. A. Jeffrey (the sister of R. J. Brealey) of the property (subject to a tenancy at a nominal rent) situated at 4 High *Street, Heckington, Lincolnshire in consideration of a payment of £488.*

(xxx) Dated 30th September, 1977, being a conveyance by Flaxwell Properties Limited to L. Brealey of the freehold property situated at Wellingore, Lincolnshire and known as "The Hillside Close" for *a consideration of £6,000.*

(xxxi) Dated 30th September, 1977 being a conveyance by Mr. and Mrs. L. Brealey to Flaxwell Properties Limited of the freehold property known as "The Creamery", Grantham Road, Sleaford, Lincolnshire *for a cash consideration of £10,000.*

(xxxii) Dated 1st October, 1977 between Slea Horticulture Limited and Lloyds Bank S.F. Nominees Limited in respect of the sale of part of the Gate Burton Estate for a total consideration of £1,350,000.

(xxxiii) Dated 24th October, 1977 being a conveyance by Tyrrell Contractors (Heckington) Limited to Mr. H. S. Buckle (a Director of that Company) and his wife, of the freehold property, known as Heckington House, 25 Boston Road, Heckington, *Lincolnshire*, for a cash consideration of £13,000.

(xxxiv) Dated 11th January, 1978 being a Debenture granted by Polyset Products Limited in favour of Slea to charge the whole of the undertaking and assets of Polyset Products Limited to secure certain advances totalling £86,623.

(xxxv) Dated 11th January, 1978 between the Company and Messrs. R. J. Brealey and L. Brealey being an Agreement for the acquisition of the whole of the issued share capital of Slea by the Company. In addition R. J. Brealey and L. Brealey gave certain warranties and indemnities relating to the Slea Group.

(xxxvi) Dated 11th January, 1978 being an undertaking from R. J. Brealey not to enter into any *form of* guarantee in favour of any third party and not to reduce his shareholding in Epicure below 6,000,000 Ordinary shares or to charge or encumber such shares.

(xxxvii) Dated 11th January, 1978 being an Agreement between, inter alios, Slea and Grindlay Brandts Limited, whereby conditional upon the Council of The Stock Exchange admitting to the Official List the whole of the enlarged issued share capital of the Company on or before 10th February, *1978, Grindlay Brandts Limited has agreed to purchase from Slea 2,722,584 Ordinary* shares and 1,361,292 new Ordinary shares resulting from the capitalisation issue, together totalling 4,083,876 Ordinary shares of the Company at a price of 4.33p per share for resale at 5p per share to existing shareholders of the Company (excluding Slea and *Mr. R. J. Brealey* and *Mr. L. Brealey*) and to the employees of the Slea Group.

18. GENERAL INFORMATION

(1) The fees and expenses of the acquisition and the work in connection with the application for the admission of the issued share capital to the Official List are estimated to amount to £120,000. In addition, it is estimated that the expenses involved in the disposal of the shares of Epicure held by Slea will amount to a further £22,000. These expenses will be met out of the surplus arising from the sale of the shares to existing *Epicure shareholders and to the employees of Slea.*

(2) Save as disclosed herein no part of any capital of any company in the Enlarged Group is under option or is agreed conditionally or unconditionally to be put under option.

(3) Save as disclosed herein no commissions, discounts, *brokerages*, or other special terms have been granted in connection with the issue or sale of any capital of any company in the Enlarged Group within the two years immediately preceding the publication of this document.

(4) The Directors are not aware of any litigation or claims of material importance pending or threatened against the Enlarged Group.

(5) *Dearden Farrow have given and have not withdrawn their written consent to the inclusion of their* report on the Slea Group and their letter relating to the profit forecasts of the Existing Group, the Slea Group and the Enlarged Group in the form and context in which they respectively appear.

(6) Grindlay Brandts Limited has given and has not withdrawn its written consent to *the inclusion of its* letter relating to the profit forecasts of the Existing Group, the Slea Group and the Enlarged Group in the form *and context in which it appears.*

(7) De Groot Collis have given and have not withdrawn their written consent to the issue of this advertisement with the inclusion therein of the references to their valuation in the form and context in which they are included.

(8) W. S. Atkins and Partners have given and have not withdrawn their written consent to the issue of this advertisement with the inclusion therein of the references to their Appraisal in the form and context in which they are included.

(9) Mr. R. C. Musson, who was a Director of Slea until 1st December, 1977, is a partner in Peake Snow & *Jeudwine, who will be receiving a fee in respect of their professional services in connection with the* acquisition of the Slea Group.

(10) Clearance from any liability resulting from the provisions of Section 460 of the Income and Corporation Taxes Act, 1970 and Section 40 of the Finance Act 1977 has been obtained.

(11) Under Material Contract (xxxv) above, Messrs. R. J. and L. Brealey have given appropriate indemnities to the Company against claims for taxation including shortfall, capital transfer tax and estate duty.

(12) Copies of each of the following documents will be available for inspection during normal business hours, on any weekday (Saturdays, Bank and Public Holidays excepted) at the offices of Grindlay Brandts Limited, *23 Fenchurch Street, London EC3P 3ED up to and including 6th March, 1978:*

(i) The Memoranda and Articles of Association of the Company and Slea.

(ii) The audited accounts of the Company for the two years ended 30th June, 1977, and the audited accounts of Slea for the two years ended 30th September, 1977.

(iii) The report of Dearden Farrow together with their written statement showing the adjustments *made for the purposes of their report.*

(iv) The valuation of De Groot Collis referred to above.

(v) An Appraisal by W. S. Atkins and Partners prepared for the Directors of the Company to assist them in arriving at a decision on the option noted in material contract (xv) in paragraph 17 above.

(vi) The Material Contracts referred to above.

(vii) The Service Contracts referred to above.

(viii) Letters from Grindlay Brandts Limited and Dearden Farrow relating to the profit forecasts.

(ix) The above mentioned written consents.

Dated 8th February, 1978

LABOUR NEWS

Attempt to end boilermakers' overtime ban

BY OUR SOUTH SHIELDS CORRESPONDENT

AN ATTEMPT to end the boilermakers' pay dispute which is crippling the Tyne's nationalised shiprepair yards is to be made on Monday when executives and district officials of the Boilermakers' Amalgamation meet senior officials of British Shipbuiders, at Newcastle.

Mr. Bob lass, district delegate of the union said: "We will be trying for a solution to get our members to lift their overtime ban. Alternatively we will be look for enough progress to enable the ban to be removed, pending further talks."

The 1,000 boilermakers in the shipyards imposed their ban a fortnight ago after rejecting a pay offer which included new working arrangements.

The yards have lost overhauls worth £1m. and work is running down rapidly. Another 108 men were laid off yesterday bringing the total to 969 since Thursday. More men are expected to lose their jobs by the end of the week.

Meanwhile, three more "fair wages" applications for Swan Hunter workers come before the Central Arbitration Committee in Newcastle to-day.

The main hearing involves 3,500 boilermakers who are trying to catch up on the £5.40 fair wage award made to 1,700 outfitters at Christmas.

An argument between boilermakers and outfitters over pay differentials lost Swan Hunter its share of the Polish ship order a fortnight ago and resulted in 1,152 redundancies, most of them boilermakers, on Monday.

Also looking for fair wages awards to-day will be 200 Swan Hunter foremen and about 60 training instructors and supervisors from the Swan Hunter training company.

Pension funds 'misused'

BY ERIC SHORT

MR. TOM JACKSON, leader of the Post Office Workers Union, has described investments by nationalised industries in non-productive enterprises as "a blatant misuse of pension fund resources."

He says that if trade unions obtained joint control of pension funds, they would be more likely to press for socially responsible financial policies.

Writing in Pensions World, Mr. Jackson attacks such investments as British Rail's in works of art, the Electricity Supply fund in the Brighton Marina and British Airways in a farm.

He claims the resources have been created by workers and should have been invested in the manufacturing sector, thereby attempting to halt the decline in British industry.

Mr. Jackson does not mention that the Post Office Staff Superannuation Fund, on which his union has direct representation, has invested in agricultural land or that the other funds he mentions have a 50 per cent involvement through trade unions

On the question of financing pension funds, Mr. Jackson says the proposal for schemes run by public authorities and nationalised industries to fund the employees' contributions—with the balance split between investment, a loan to industry and the rest on a pay-as-you-go system—is worthy of further study.

Such a scheme would increase the self-financing ability of nationalised industries and reduce the demand on the Treasury for capital investment.

Dockers accept 10% offer

BY PAULINE CLARK, LABOUR STAFF

A MEETING of about 1,900 dockers in Southampton has accepted a pay offer within the Government's pay guidelines and ended a prolonged dispute over manning at the port's newly constructed deep-sea container berth.

The dockers decided early last month not to press for an above 10 per cent. settlement. But they withheld final acceptance pending the outcome of talks on manning in the fifth container berth designed to take traffic from the South Africa-Europe service.

In settling for a pay increase within the guidelines, the dockers have fallen in line with wage deals reached in other ports including Bristol, Hull and, most recently, London.

It is hoped that negotiations with other staff at Southampton will enable the port to handle the South African container trad in the near future. This follows two months of delay during which shipments have been made via the Continent.

Engineers may endorse wage target compromise

BY ALAN PIKE, LABOUR CORRESPONDENT

PROSPECTS of industrial action over the engineering industry national pay claim after the failure of negotiations last week will diminish to-morrow if the executive of the Confederation of Shipbuilding and Engineering Unions endorses a compromise wage target.

Talks with the Engineering Employers' Federation failed on Friday after the employers refused to move beyond an offer of new minimum skilled rates of £57 a week in response to a union claim for £70.

However, the union negotiators indicated that they would be prepared to recommend acceptance of £60, which was endorsed by the Amalgamated Union of Engineering Workers executive yesterday. If the other confederation unions agree on this when they meet to-morrow, it means that only £3 on minimum rates will separate the two sides.

Narrow gap

It is improbable that the unions would embark upon a campaign of industrial action to close such a narrow gap, particularly as many engineering workers do not benefit directly from increases in national rates.

This would leave open two possibilities—the end of the national agreement with all pay bargaining reverting to plant level, or a further attempt by the unions to persuade the federation to meet its £60 compromise, which would raise the national wage bill by about 4.25 per cent.

The AUEW executive yesterday decided to conduct an election in its new South Birmingham district next month following a High Court ruling on Monday that Mr. Michael Rice, a Left-wing shop steward, was entitled to stand as a candidate for district secretary. Mr. Rice successfully claimed in court that he had been wrongly disqualified. The executive has decided not to appeal.

An election will also be held in another new district—Wolverhampton East—where a potential candidate had also been told he did not qualify. His name will now appear on the ballot paper.

TETHER OPENS CASE AT TRIBUNAL HEARING ON DISMISSAL

Columnist denies seeking total freedom

MR. C. GORDON TETHER, the Financial Times writer dismissed after a protracted wrangle over editorial control of his daily column, told an industrial tribunal yesterday that he had never asserted he had complete freedom to write what and how he liked.

Mr. Tether, 64, who claims he was unfairly dismissed 16 months ago, was opening his case on the 18th day of the hearing. He wrote the Financial Times Lombard column for 21 years and now seeks re-instatement. He has rejected the newspaper's compensation offer of full pay until normal retirement age.

Mr. Tether said the Financial Times had argued that the true purpose of his claim was to enable him to continue his argument with it over Press freedom. While it was true that important questions of Press freedom were involved in his dispute, his main purpose was to get his job back.

In deciding whether the Financial Times was acting unfairly in treating the so-called breakdown of the working relationship between him and Mr. Fredy Fisher, the editor, as justifying its decision to dismiss him, the tribunal would have to assess who was responsible for that breakdown.

Unwarranted

The Financial Times had sought to say that it was because of his behaviour. But the problem really arose from the unwarranted attempt by Mr. Fisher to curtail his freedom to write an independent column.

Mr. Tether said that one reason given for the impairment of the working relationship was his alleged failure to abide by what the Financial Times called "normal and usual editorial decisions and procedures."

He contended that during the 20 years of Sir Gordon Newton's editorship, there evolved between them a "custom and practice" contract which did not require him to comply with the so-called "normal and usual" procedures.

What was really at the heart of the dispute was an attempt by the Financial Times to change unilaterally his "custom and practice" contract, by trying to impose working arrangements of a fundamentally different kind from those which previously operated.

Competence

This, he said, began when Mr. Fisher took over the editorship at the beginning of 1973 and proceeded very gradually at first. It culminated in a directive of July 1974, in which Mr. Fisher severely circumscribed the range of his work by instructing him to confine his column to the "general economic, finance and banking scene."

Mr. Tether alleged that one reason the Financial Times had advanced to justify altering his terms of employment was that the quality of his work had deteriorated. But the newspaper had not produced any independent evidence to substantiate the allegations about his competence.

Mr. Tether said he would be bringing oral and written evidence from independent witnesses from different walks of life and of different political opinions to testify that there had been no deterioration in the quality of his writing. Some were experts in fields from which Mr. Fisher tried to exclude him on the grounds that he did not have the required expertise.

He said that contrary to a Financial Times suggestion, he had at no time claimed that he had complete freedom to write when he liked, about what he liked and how he liked. It was important to remember that these words had been widely reported in the Press and treated as the central feature of the case.

He said the right of an independent journalist to write consisted of his right to express his own views in his own style. If that right was to be meaningful it must go "hand in hand" with the right to be published.

He was not, however, suggesting this right was absolute. It must be exercised reasonably by the journalist and competently and with an appropriate sense of responsibility.

Mr. Tether added that it was clear from the written exchanges he had with Mr. Fisher that all he had ever claimed was the right to go on writing a column of the type he had been writing for many years with a sense of responsibility.

It was not part of his case to challenge the editor's right to edit. But he did challenge the assertion that the editor could use his prerogative in any way he chose without explaining his action.

If he did have an absolute right of this kind, there was nothing to prevent him using it unreasonably.

He alleged that counsel for the Financial Times appeared to be saying that because editors were human, and by definition human beings were reasonable, it followed that people could be confident that editors would be reasonable.

Dangerous

"All I can say about that is that if the second of these premises was correct, the world would be a very different place," said Mr. Tether.

For a start there would be no need for tribunals of this kind. It was the very fact that editors were human with all the weaknesses of human beings that made an absolute editoral prerogative so potentially dangerous.

He added that the great weakness of the Financial Times' approach to editoral prerogatives lay in that it failed to see the importance of the difference between giving the editor the right to edit to be exercised responsibly, and giving him the unfettered and unquestionable right to edit. The distinction between rights and absolute rights was one no free society could afford to ignore.

Mr. Tether said that in evidence to the Royal Commission on the Press, Mr. Fisher had argued the closed shop was a major threat to Press freedom because there would be no protection for the individual journalist against arbitrary action by a union.

Yet he appeared to see nothing wrong in leaving an individual journalist in a position where he had no ultimate protection against arbitrary action by his editor.

That was inevitable if newspapers could argue that as a matter of contract an editor could treat his writers as arbitrarily as he wished.

Mr. Tether said he would not deny there were occasions when he was unwilling to alter his column in the way Mr. Fisher wanted. But these occasions were because the changes would have involved him in altering opinions or restructuring his column so that it became a vehicle for Mr. Fisher's philosophy rather than his own.

Before the hearing adjourned until to-day, Mr. Thomas Morison complained that Mr. Tether had attributed to him statements that he had not made in his capacity as counsel for the Financial Times.

Mr. Tether replied that all the statements he had made had been treble-checked with the greatest care.

Lucas talks with Poly on jobs

By Lynton McLain, Industrial Staff

SHOP STEWARDS at Lucas Aerospace announced yesterday a joint scheme to develop technology with the North East London Polytechnic in the face of fears over shopfloor redundancies.

The latest scheme presents management with a list of "socially useful" work, to be based on a centre for alternative industrial and technological systems at the polytechnic.

A grant of £7,000 has been awarded by the Joseph Rowntree charitable trust for 1978 and Mr. Michael George, co-ordinator of the centre, has had talks in Brussels with officials at the European Social Fund.

Shop stewards at Vickers, C. A. Parsons, Rolls-Royce, Clarke Chapman, BAC (Preston) and Chrysler are said to have offered support.

Banks agree on staff representation probe

BY NICK GARNETT, LABOUR STAFF

BANK EMPLOYERS, staff associations and the National Union of Bank Employees have agreed broad terms of reference for an inquiry into the problems bedevilling staff representation in the clearing banks.

The Barclays Group Staff Association is still worried about some aspects of the proposals, although it has agreed in principle.

The banks believe that the inquiry could go ahead even if one staff association does not give it firm support.

The terms of reference involve an investigation into the whole issue of negotiating procedures and staff representation in the London clearing banks. The Federation of Bank Employers cover Midland, National Westminster, Lloyds, Barclays and Williams and Glyn's.

Although there are a number of problems to be ironed out before there is formal agreement on holding an inquiry, the banks hope the investigation can begin by the end of the month.

Staff representation was disrupted last year when the NUBE gave notice that it was withdrawing from national negotiating machinery as part of its long-running feud with the staff associations.

The problem has been brought to a head because the notice is due to come into force next month.

One problem

The banks will try to sort out interim representation arrangements to cover the period during which any inquiry is being held. This is apparently one problem the Barclays staff association is particularly worried about.

● NUBE said yesterday that Lloyds bank had agreed higher shift payments for computer staff with backdating to the middle of last year. The staff had been threatening industrial action if the shift payments were not improved.

Employers 'pay and keep quiet'

By Our Labour Staff

THE DEPARTMENT of Employment's reliance on Press reports in monitoring productivity deals for breaches of the Government's pay code has made companies unwilling to reveal details of their agreements, according to Incomes Data Services, an independent research body.

Drawing attention to agreements with "no publicity" clauses, the review points out that because the Department has insufficient resources to keep up with all productivity bargains, action is being taken only against companies which publicly appear to have made spurious deals.

The researchers contacted 137 major companies and found that a 10 per cent. rise on basic rates was accepted as the norm with many settlements adding a productivity deal or a promise of one.

The deals gave average extra rises of 5 per cent., and in some cases payments were linked to guaranteed bonuses, not dependent on productivity.

Technical News

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● DATA PROCESSING

Instant data on commodities

INTERCOM, the real-time International Enquiry Response system for Commodity markets developed by International Commodities Clearing House, is fully operational using 70 ITT 3280 visual display terminals linked to two IBM 370 computers installed at the ICCH head office in London.

ICCH provides a clearing and guaranteeing service to the London commodity markets dealing in coffee, cocoa, sugar, cotton, soya bean, rubber, wool and oils. Although the majority of the 275 members are in the U.K., there is an extensive membership in North America, Europe and the Far East.

Trading information goes to the main computers direct from the market floor through the ITT terminals. ICCH and those members with terminals (36 are in use outside) are thus able to obtain virtually instantaneous access to trading as it proceeds.

Members linked to ICCH through Intercom can process business through their visual display units and re-assess their own overall position in the same way as ICCH. A member who also uses ICCH's services for his client systems can examine his client's posiitons, in the privacy of his own office, thus using the same techniques of risk management as ICCH employs for the market as a whole.

Although the system is confined to London at present, there are plans to expand the terminal network, and ICCH expects to install terminals in New York in the near future.

Further details from ITT Business Systems on 0273 507111.

Barriers to data flow

TRANSMISSION of information between computers over national boundaries is becoming increasingly restricted by government's legislative moves. Such restrictions threaten the conduct of business by organisations dependent on international communications. Current and potential future legislation and its effects will be the subject of a conference to be run by Online Conferences in Brussels during February.

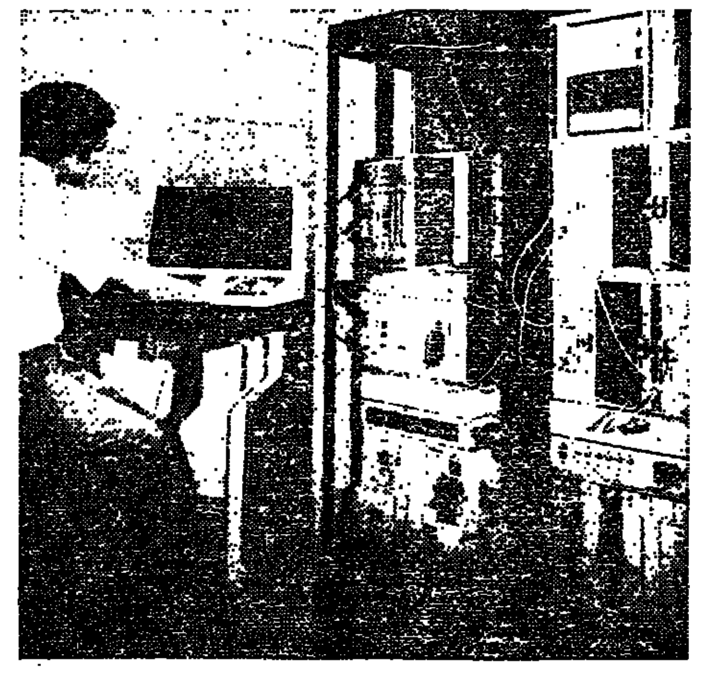
Under the chairmanship of Jan Freese, Director-General of the Swedish Data Inspection Board, the conference will bring together speakers from the U.K., Europe and North America. Representatives of the PTTs, international user organisations, private telecommunications carries and network owners, will assemble to discuss the consequences of the new regulations and controls, and the possible costs that the restrictions will impose.

Among current proposals are the licensing of the processing and storage of data held abroad; embargoes restricting the external treatment of certain types of economic and personal data; and the insistence that duplicate files and data processing facilities be maintained locally as a pre-condition to foreign processing. Excises for the use of foreign services as compensation for the loss to a domestic data processing industry are a threatened disincentive.

This year will see the expansion and toughening of the Swedish Data Act and the implementation of Germany's Data Protection Act. The French are expected to begin the transitional phases of a data processing and freedom law, and several other European countries are believed to be examining protective—or protectionist—legislation in this area.

The conference, Trans-national Data Regulation, to be held at the Europa Hotel, Brussels, from February 7 to 9 will be a *forum* where representatives of government and industry can jointly get a grasp on the issues which they must consider for the planning and management of multi-national telecommunications.

More from Uxbridge (0895) 39262.



An early model of GEC Telecommunications' new SL-1 business communications system, a modern solid-state PABX which has stored program control and digital switching and which will be launched at Communications 78 at the NEC in Birmingham in early April. It has been adapted for U.K. uses from a particularly successful design by Northern Telecommunications of Canada and GEC is entitled to sell the equipment in a number of export markets. The unit can start at 100 and grow stepwise to 7,600 lines—at which level it would be a particularly large system suitable for Government departments. The equipment has many facilities such as user following, call transfer and so on, and instructions can be fed into the system from local or remote control keyboards. More from GEC on 0203 452152.

More on one chip

LATEST microcomputer introduction by Intel is the 8049 which, in relation to the existing 8048, has double the on-chip program memory (2048 bytes) and also twice as much read/write store at 128 bytes.

The new device is for "top end" single chip microcomputer applications where the memory of the 8048 is insufficient and would entail the use of external chips. An interesting point is that existing 8048 designs can be upgraded simply by plugging in the 8049 in place of the 8048.

Also being made is a version of the new device without program memory, the 8039.

Both the micros are fully programmable systems able to perform input/output, control and processing tasks at a rate of 400,000 typical operations per second.

The cpu has an unusually large instruction set of 96 instructions, designed so that an engineer with a background in hard-wired logic can plan processing and control sequences with flow charts similar to those used to plan logic operations. The devices are in 40-pin plug-compatible packages operating on a single five volt supply.

More on 0865 771431.

● HANDLING

Sorts tangled components

AWKWARDLY SHAPED components, particularly those likely to became tangled together, such as small springs and electronic items with leads, can be dispensed to automated assembly lines with an air powered machine developed by Concentric Production Research.

Maximum component size is about 10 x 10 x 40 mm long, and a wide range of weights and materials can be handled. A handful of items is loaded into the machine's hopper, and at the touch of a switch (hand or foot operated) a gentle air blast separates the components and delivers them down five chutes to a catch pad.

Several types of pad are available for the delivery table top to arrest and hold the component, ranging from tacky plastic to ridged rubber, according to the type and weight of component. Feed rate can be varied to suit the operator, and components are only delivered on demand.

The machine measures 462 x 210 x 339 mm high, and requires a mains supply and air at 40 to 100 psi.

More from the maker at Reddicap Trading Estate, Sutton Coldfield, West Midlands (021-378 3030).

Loads moved sideways

ABILITY TO move a truck sideways has advantages when loading or unloading at production points, when carrying long loads and when transferring goods to a working level.

A remote controlled electrically powered industrial transporter made by Ernst Wagner KG does this and can turn into an aisle at right angles to its direction of travel, minimising the need for turning areas.

The truck has a lifting frame which can be programmed to lift or lower loads to preselected levels, and to load and discharge at remote points.

Marketing in the U.K. is by ACR Lift Truck, Chalmers Way, North Feltham Trading Estate, Feltham, Midx., TW14 0UJ (01-751 0222).

● COMMUNICATIONS

Logging the calls

PROVISION OF a telephone call logging service to industry through the hire and sale of call information logging equipment (CILE) is the main function of a newly formed company, Bunzl Telecommunications Services (BTS).

It is owned 75 per cent. by Bunzl Pulp and Paper and 25 per cent. by Automatic Switching, the company which developed and makes CILE.

CILE is a device which when connected to a private telephone exchange collects data (not speech) on both incoming and outgoing calls. The information is logged on a magnetic tape cassette, then taken to a Bunzl computer centre where the data is processed and analysed to the customers' requirements. CILE is Post Office approved for connection to manual and automatic exchanges.

An example of the information supplied is patterns of traffic loading, costing, and selected dialled numbers. The latest unit, the TNA 3, is portable (25 kg) and decodes signals from rotary dials, push button or a mixture. Each unit has a capacity of 120 lines.

BTS is seeking to develop markets for its equipment in Western Europe and the Gulf States. More from the company on 01-641 1282.

● CONFERENCES

Ready for Health Act

ON OCTOBER 1 the Regulations concerning the appointment of Safety Representatives and Safety Committees will come into effect. The Chief Inspector of Factories has said "managements are neither prepared nor competent to work with them (the Regulations). As a result they may dispute issues when they should concede, and they may concede when they should investigate more deeply the real point at issue."

These Regulations also contain wide ranging provisions for the disclosure of information by employers to Representatives. The Health and Safety at Work Act, in operation for three years, which provides the measures for these appointments, is beginning to bite, and the maximum fine which can be imposed by magistrates for a breach of the Act has recently been increased to £1,000.

The Health and Safety Commission has issued a Code of Practice and Guidance Notes to assist employers.

To examine the impact of the Act and to provide further guidance to general management involved in its implementation a conference called "Health and Safety in 1978" has been organised at the Cumberland Hotel, London, March 2 and 3.

Speakers will include James Tye, director-general, British Safety Council; Prof. Brian Harvey, Department of Safety and Hygiene, Aston University; R. Brighton, director-general, ROSPA; W. J. Simpson, chairman of the Health and Safety Commission; and Gordon Hall, chief safety officer of Rolls-Royce.

Details from European Study Conferences, 31, High Street East, Uppingham, Rutland Leics., LE15 9PY (057282 2711). Fee for delegates is £129.

● ENERGY

Fast power factor unit

SUPPLY tariff penalties are frequently incurred by low power factor loads in industry —and it is not always easy to arrange for appropriate capacitors to be switched in at the right times; to this end GEC Measurements has developed Novar, a fully automatic controller.

The unit will be particularly useful where the level of inductive loading on a supply system varies widely over a period. It detects leading or lagging reactive conditions above a preset level and offers one, six or 12 stages with the added option of a master/slave arrangement introducing up to 23 capacitor banks.

Using microelectronics the complete multi-stage controller has been incorporated into a DIN standard 144mm. case for panel or wall mounting.

In the event of a supply interruption, all the capacitors are disconnected instantaneously and reconnected step by step only after the mechanism has reset to zero. As a result, the transients which would be injected by restoring a bank of charged capacitors are avoided.

More from St. Leonards Works, Stafford ST17 4LX (0785 3251).

● COMPONENTS

Adjustable speed drive

IN FOOT-MOUNTING or flange form, the first of a range of adjustable-speed drives has been launched by Heenan Drives (a Redman Heenan company).

Called the Motovator, the first drive is rated at 4 kW—later models will cover ratings up to 18.75 kW. On the initial model the speed range is 15:1 when rated at 4 kW with a four-pole motor and at 5kW with a two-pole motor. Maximum rating for this unit is 7½ kW, when the speed range is reduced to 4:1. Speed is infinitely variable.

The maker says that exceptionally low initial slip produces negligible losses. At maximum speed, a 4 kW input provides an output of 3.9 kW, and this efficiency is stated to be reflected throughout the speed range. Speed control is by thyristor excitation units, and feedback is by an encapsulated shaft-mounted tachometer generator.

The rest of the range should be available by the end of the year—details from the maker, PO Box 52, Shrub Hill Road, Worcester WR4 9EY (0905 23461).

Yellow displays

PLESSEY has announced that "a breakthrough in LED design and material capability" has yielded the "first solid state numeric display capable of being read in direct sunlight above cloud (100,000 lux)."

The displays emit yellow light at 575 nm and have been developed in conjunction with the avionics industry. The company has used a contrast optimisation technique which, together with the high brightness of the material allows zero error reading rates to be achieved at drive levels of less than 10 mA (mean) per segment.

Both British Standard and defence type approval is being sought for the series, which is called GPD 40 and is fabricated from gallium phosphide. Further standard products are planned.

More from Plessey Optoelectronics and Microwave, Wood Burcote Way, Towcester, Northants. (0327 50312).

The Management Page

EDITED BY CHRISTOPHER LORENZ

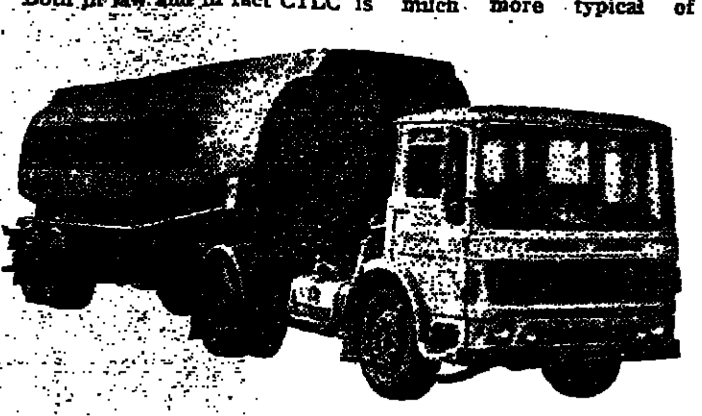
The tanker drivers' co-op

BY ROBERT OAKESHOTT

OWNER-DRIVERS of taxis quite frequently form themselves into co-operative groupings and jointly employ a small office staff to secure a more even flow of work, to make bulk purchases at discount prices and so on. And the casual empiricism of a fairly regular taxi user suggests that these arrangements can work to the advantage of both suppliers of taxi services and their consumers.

The question can therefore reasonably be asked: could these or similar arrangements be extended, with the possibility of similar benefits, to other transport related undertakings—for example to groups of bus drivers, to the men who handle local authority rubbish collection or, say, to those who transport oil and other liquids in road tankers?

This matter has normally been discussed in somewhat theoretical terms. Until recently it was thought that practical examples were limited to special cases—for instance, co-operative houses in Israel and a rather exotic cluster of refuse collecting co-ops dominated by Italians in San Francisco—where unusual cultural factors have suggested that they could not easily be copied. But now it turns out that some much more straightforward information has been available for a considerable time—in the shape of an appararently successful French co-op in the road-tanker business, launched as long ago as 1961.



Experience

At a time when groups of road-tanker drivers in the U.K. are pressing claims for wage increases well above 10 per cent. this French experience takes on an added interest and relevance.

La Co-operative des Transporteurs de Liquides en Citerne (CTLC) was formed in Paris early in 1961 by a group of owner-drivers whose livelihood had become threatened following the collapse of a substantial transport hiring enterprise. At the beginning the new co-op had 0 members. The figure in January of this year was just over 180, split into three regional sub-groupings, based on Paris, Dunkirk and on Nantes respectively and with a combined fleet of just over 450 vehicles. At the peak of its expansion, before the oil price rise in 1973, CTLC was, in fact, slightly larger—with roughly 200 members and just over 500 vehicles.

Both in law and in fact CTLC is a co-operative of enterprises and not a workers' co-op, or what the French call a co-operative ouvriere. As such its co-operative arrangements are, for example, like those agreed between independent market gardening enterprises, and not like, say, those of the Meriden motorcycle co-op in the U.K. The independent truck owners who form its membership are in fact free NOT to assign their vehicles to it—or to assign only a proportion—as they choose.

And the main services which the CTLC provides for them are the selling of their services and the subsequent invoicing and cash collection. The owner drivers are *in effect* relieved of the great bulk of selling and administrative tasks and can thus concentrate on the essential business of driving their tankers and keeping them in good order.

But though this type of co-operative enterprise makes CTLC's experience at first sight less relevant to road haulage problems elsewhere, closer inspection modifies such a conclusion. The reason is that less than half of the total membership, 76 out of 160, is accounted for by one-man-one-vehicle enterprises. And less than 20 per cent. of the membership consists of enterprises running five vehicles or more. The overall figures are distorted by the fact that one CTLC member is the owner of an enterprise with 50 vehicles. It is clearly the one-man-one-vehicle business which is much more typical of the co-op's *membership* as a whole. And that, of course, has tended to be the model which people have in mind when discussing an extension of the taxi owner drivers' co-op.

Altogether 19 people are employed by CTLC in its Paris office. Ten of these are associated simply with the work of the Paris sub-region: the balance forms the headquarters of the co-op as a whole. If the staff of the two other regional offices are added in, the total labour force employed by the co-op comes to 40. The latest accounts show that the cost to members of the overhead services supplied represented 5.95 per cent. of gross earnings.

Services

As well as marketing and invoicing, optional insurance and accounting services are also available. And the co-op helps its members in other less formal ways—by introductions to favourable sources of hire purchase finance and to competitive suppliers of spare parts. Finally, in the Dunkirk and Nantes areas, though not in Paris, the co-op provides limited parking and garaging facilities. Working finance for the co-op's central institutions is provided through a requirement that new members must subscribe a sum, recently raised, to Frs.5,000 per vehicle, and by some retention of earnings from previous years.

In money terms CTLC's turnover increased roughly 50 times, from Frs.1.8m. to Frs.78m. (roughly £10m.) between 1961 and 1977. It counts a number of major oil companies, including Shell and BP, among its customers. Equally, the existence of a waiting list of would-be entrants argues that the membership itself is happy with its co-operative arrangements. Perhaps because the CTLC follows the co-operative principle of one man one vote, while at the same time relating capital subscriptions to vehicles, the imbalance between the single vehicle owner members and the others does not seem to have thrown up any serious problems.

At least so far as the single vehicle owner drivers are concerned, it seems clear, though it may not be demonstrable in statistical terms, that the CTLC members achieve a high level of manpower productivity and do so, not because that is imposed from on high, but because that is what they choose.

Of course, as usual, crude comparisons may mislead. But the fact remains that it is normal oil company policy, in both the U.K. and France, to assign two drivers to each of their own, in-house, tanker trucks. Even if it is true that the average single vehicle owner driver of the CTLC will be helped out from time to time by a friend, a brother, or a son, his operation is still basically a one-man affair.

No doubt his vehicle utilisation over a fixed time period is lower than would be the case in an oil company tanker fleet. But given the limited life of tankers, it is hard to believe that the margin of productivity that companies achieve over co-ops can be accounted for by the use of two drivers rather than one. Equally important is the fact that the co-op's single vehicle owner-drivers have chosen how they will work in a much more direct sense than the company's employees.

BUSINESS PROBLEMS BY OUR LEGAL STAFF

Reorganisation of capital

A company reduced its Share Capital by cancelling £100,000 fully-paid Preference shares thereof, and issued in exchange £80,000 loan stock, creating a reserve of £20,000 in the accounts. Does this constitute a 'disposal' by the company, making the reserve of £20,000 subject to Capital Gains Tax? If so, on the company restoring the capital to the original amount, by creating £100,000 Ordinary shares, would this affect the Capital Gains Tax position?

The issue of loan stock upon cancellation of the Preference shares should qualify for exemption from an immediate capital gains tax charge, by virtue of para. 4(2), sch. 7, FA1965. However, there might by an income-tax charge, by reason of s.233 (1)(c), ICTA 1970, as amended, for example.

The subsequent issue of Ordinary shares would not alter the Capital Gains Tax position retroactively but might produce an income-tax charge, by reason of s.234, ICTA 1970, for example.

So far as the company is concerned (as distinct from its shareholders), the cancellation of shares, etc., is not a disposal for the purposes of Corporation Tax on chargeable gains.

If your inquiry is more than academic, you should take no precipitate action without consulting the company's accountants, for the law in this area is beset with pitfalls for the unwary.

Dissenting shareholder

Can you please tell me how I should make an application to the Court in respect of a notice to dissenting shareholders? I should like to resist the acquisition of my shares in the company concerned, if I could do so without incurring expenses other than postage, etc.

Application would have to be made to the Companies Court in the High Court of Justice, Royal Courts of Justice, London, W.C.2. Application would have to be made in proper form, and it would be wise to consult a solicitor as to the means of doing this. Moreover, there are bound to be expenses beyond those which you envisage (for example, in Court Fees) even if you are able to avoid having to bear any of the legal costs of the application.

*

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

Sorting out your standards

BY C. W. FOREMAN

ACCOUNTANCY

HISTORICALLY disagreements among members of the accountancy profession in the U.K. have scarcely caused a ripple on placid waters. However, in the last two years or so, a noticeable rift has developed between practising chartered accountants and those members of the professional bodies employed in industry and commerce. The root cause can undoubtedly be attributed to the mounting criticism by industrial accountants of exposure drafts and statements of standard accounting practice. The rift has not yet degenerated into open warfare, although there is evidence to suggest a marshalling of forces through the formation of further local groups of industrial accountants intent on presenting a united and, therefore, more effective viewpoint.

Such documents on a variety of accounting subjects are issued by the Accounting Standards Committee under the auspices of the principal accounting bodies in the U.K., and give warning of the proposed text of an accounting standard and the opportunity for comment from members of the professional bodies and other interested parties. The ultimately published standard embodies the rules relating to the appropriate accounting treatment, and failure to comply usually results in an audit qualification.

Resistance

The imposition of mainly inflexible regulations on any branch of society will usually breed resistance and this not least in a profession where judgment and opinion predominate in the endeavour to present a true and fair view. Standards were first introduced in the early 1970s and superseded recommendations containing guidelines on good accounting practice. A return to this non-mandatory system would be a retrograde step and there can be no doubt that firm regulations with some form of sanction must be preferable.

However, it is essential that the body entrusted with the formulation of standards is truly representative of the accountancy profession. This does not imply a need for a large unmanageable committee but it does mean that the composition should be such as to represent a reasonable cross section of experience.

Admittedly, through the mechanism of issuing an exposure draft prior to the publication of the standard, ample opportunity is provided for comment between the two stages, but the response rate, at times, has been low. A recent example has been the response to the exposure draft issued in January, 1975, which preceded the publication of SSAP 12 "Accounting for depreciation." Distribution of the exposure draft totalled 6,000 copies and, in addition, the full text was reproduced in full in the professional Press. Comments on the exposure draft were received from only 93 organisations and 14 individuals.

While these statistics may be somewhat misleading in that the organisations were presumably representing the views of many more individuals, they nevertheless illustrate a certain lack of interest and it is difficult to offer a satisfactory explanation.

However, it is encouraging to note that significant amendments to exposure drafts are now being achieved reflecting perhaps the growth in the number of pressure groups and the increasing interest being expressed by affected third parties.

Earlier reference has been made to the fact that non-compliance with a standard usually results in an audit qualification. While qualifications in audit are becoming more commonplace, they are nevertheless references which the recipient will wish to avoid. A company may even be pressurised into adopting a standard which may not be appropriate to its particular circumstances. This is clearly a potentially unhealthy state of affairs and some alternative mechanism must be found to cater for degrees of non-compliance, whether they be minor technical breaches, partial failure to comply, serious departures or flagrant rejection of the standard.

The more serious offences must warrant an audit qualification but there seems no reason why genuine breaches and departures could not be referred to in the note disclosing accounting policies without further reference in the audit report. Indeed, the explanatory foreword to the introduction of standards in January 1971 envisaged situations where, for justifiable reasons, standards may not be strictly applicable and departure would be permitted, with an explanatory note, in the interests of the overriding requirement to give a true and fair view.

Standards on accounting practice are not confined to these shores—the profession in other countries is becoming increasingly aware of the need for firmer regulations. In principle, there is a common thread running through most countries' standards but, not surprisingly, many of the details differ. Inconsistency of treatment in group accounts where the parent has overseas subsidiaries is therefore a potential hazard. Alternatively, to impose the parent country's standards across the group can result in audit qualifications in the overseas subsidiaries. This could be particularly undesirable if the companies are themselves publicly quoted in their own country.

The ideal solution would be the worldwide acceptance of international standards. Considerable progress towards this goal has already been made by the International Accounting Standards Committee and the regulations published to date differ only marginally from those already in existence in the U.K. However, these differences have caused some confusion and in 1977 the U.K. Accounting Standards Committee resolved that, in the meantime, international standards would only be regarded as advisory and not mandatory.

The present debate on this issue, following closely on the debacle of the inflation accounting proposals, now resuscitated by the Hyde guidelines, may suggest that the accounting profession in this country is falling into disarray. This is not the case but there is no denying that basic differences of opinion do exist. These have been amply demonstrated by the recent statements from the influential groups of finance directors and chartered accountants in Scotland, the Midlands and London. In addition, the Law Society has made its contribution to the discussion and considers, inter alia, that the content of company accounts should not be left solely to the judgment of accountants and suggests instead the establishment of a widely representative panel.

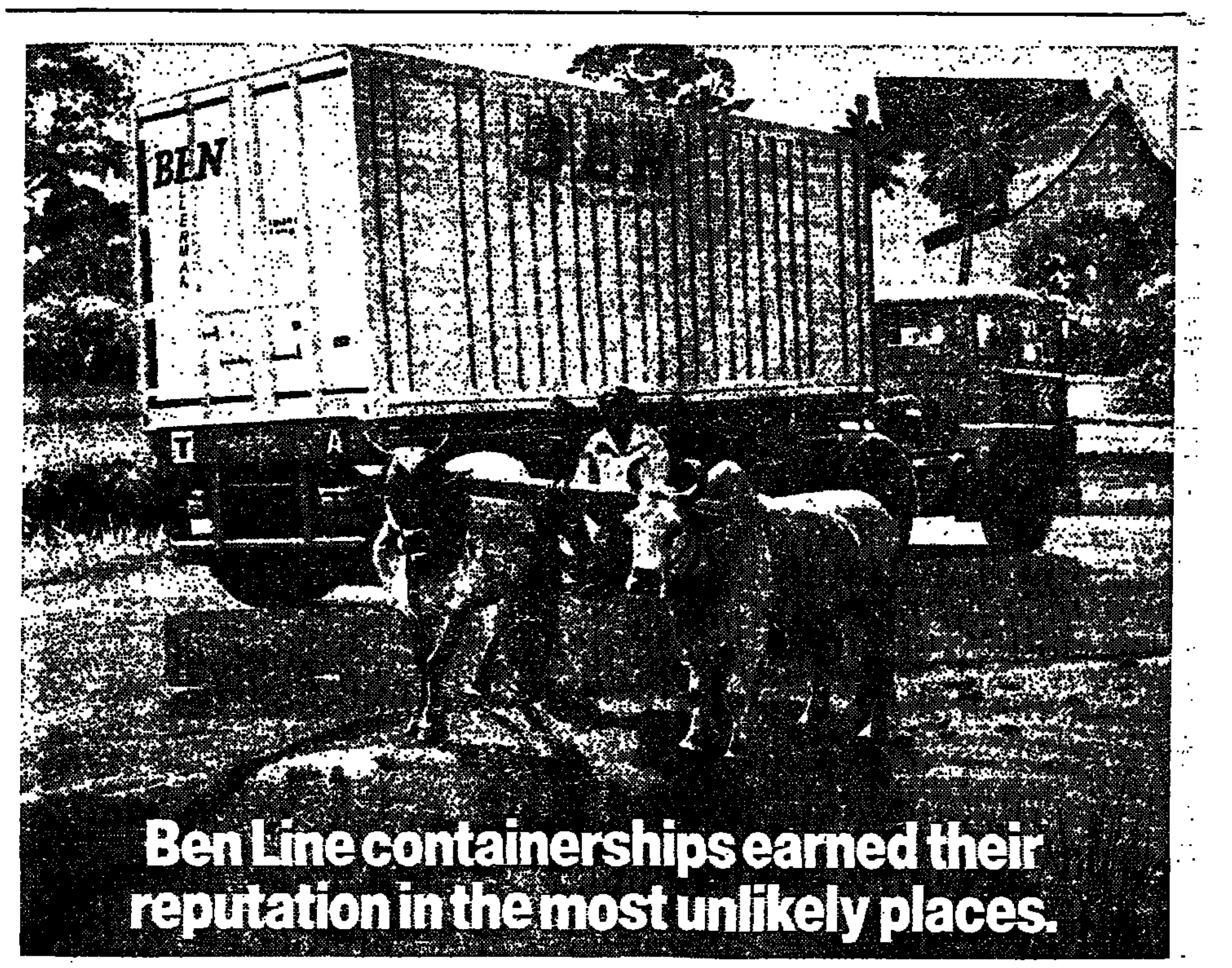
With the knowledge of these wide ranging views, the following suggestions for improving the situation are not necessarily all original in thought:

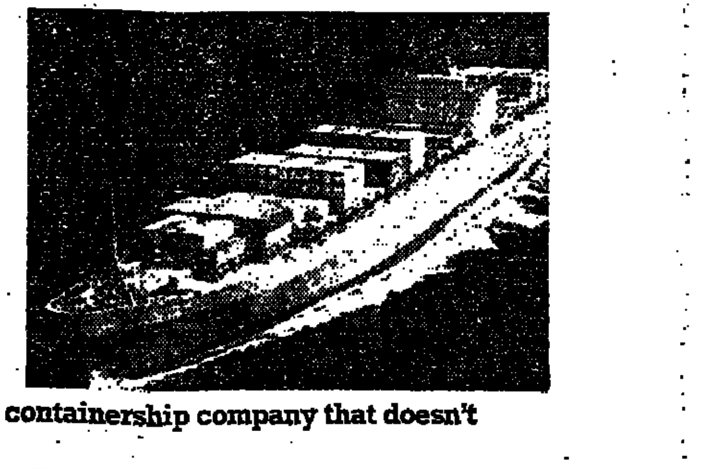
- A review should be conducted of all existing standards and currently outstanding exposure drafts to ensure that the content is appropriate to present circumstances.
- Consideration should be given to the composition of the Accounting Standards Committee to establish a more balanced representation of the views of practice and industry.
- The procedures leading to the ultimate publication of a standard should be examined.
- The circumstances in which an audit qualification is justified must be more clearly defined, with technical and minor departures only disclosed by way of note in the accounts.
- Early clarification would be welcomed of the future application and status of international standards.

Review

The most encouraging news in recent weeks has been the announcement by the Accounting Standards Committee of the establishment of a small consultative group, equally representative of practice and industry, to conduct a comprehensive review of this controversial subject. The publication of the group's findings and recommendations will be awaited with considerable interest by all members of the accounting profession. In the confident expectation that this opportunity will be taken to tackle the fundamental problems, there seems no reason why the choppy waters should not return to mill pond conditions — draughty exposures permitting.

Mr. Foreman is Director of Finance, Vickers.





LOMBARD

North Sea fund in the balance

BY PETER RIDDELL

PROPOSALS for a special Government fund to use North Sea oil revenue can all too easily be dismissed as merely a political gimmick. But this would be a misleading over-simplification, ignoring the wider implications both for Government expenditure and for the current framework of fiscal policy.

Admittedly, some of the unexpectedly sizeable support for the idea in the Cabinet can probably be explained by the supposed electoral attractions of having such a fund to demonstrate that the North Sea opportunity is not being "frittered away."

Earmarked

The creation of a special oil fund would, however, mark a major departure from the established British principle that all revenue should be pooled together and individual taxes should not be specifically earmarked for particular purposes. The existence of a Consolidated Fund has been generally accepted since William Pitt's reforms in 1787. One of the few exceptions to the principle has been the National Insurance Fund.

The traditional view has a lot to be said for it. There is no necessary logical connection between the total amount raised from the excise duty on tobacco and spending on research into lung cancer and its treatment in hospitals.

The most sensible way to make the link between tax and expenditure is at the aggregate level and to decide separately on the political, social and economic priorities which determine the distribution both of spending and taxation

The revenue from North Sea oil can be seen as being no different from any other sort of tax. Indeed, the oil receipts will not make an enormous difference to total Government revenue. In the next financial year, receipts from royalties, and from Corporation and Petroleum Revenue taxes are unlikely to amount to more than 1 to 1½ per cent. of total Government revenue, and the percentage may be little more than 4 or 5 per cent. by 1980-81.

There is a strong case for merely saying that the Government can cut taxes by that much more than it would have done or it can increase spending to a higher level than otherwise. The Conservative argument has been that the bulk of the revenue should be used to help reduce the real tax burden, as Mrs. Thatcher emphasised in her speech in the City yesterday.

On strictly economic grounds there is little case for a special oil fund, but the issue is wider than that. There is considerable concern in Whitehall that the U.K. will somehow catch the Dutch disease which is reckoned to have all kinds of debilitating consequences amounting to wasting the opportunity provided by natural gas. Moreover, the U.K. has already absorbed a large benefit from North Sea gas—around £1bn. in public sector revenue and £2bn. on current account last year—almost without noticing.

The desire not to repeat this experience accounts for much of the support for some form of separate accounting for the oil revenue—especially via the creation of a specific oil fund. The hope is that this might help to remind the public that the benefits of North Sea production are only temporary and should not be wasted.

The real question is how such a fund would operate in practice. There is no reason why all the money in such a fund should go into additional public spending rather than into tax cuts. But a special fund is almost certain to have a bias in favour of additional expenditure.

Different

There is also the fundamental problem of determining whether spending financed from this fund would be additional to what would have anyway been spent or would merely be a different label on the same programmes. There are relatively few projects which can logically be tied to North Sea revenue. The obvious example is in investment in the replacement of energy resources.

The strongest argument for a special fund might, ironically, be if it turned out to be just a presentational device, serving as a constant reminder of the North Sea revenue. It is a pity, however, that the Cabinet does not appear to be considering whether an oil fund could form part one of the few imaginative proposals to use the revenue—giving the proceeds back to the people via the issue of a marketable equity. This idea is discussed in detail in a forthcoming article in the Lloyds Bank Review by my colleagues Samuel Brittan and Barry Riley. The drawback for politicians in such a plan is that it removes from them the rewards of being able to announce tax cuts.

Winter temptations of milder climes

GARDENS TO-DAY

BY ROBIN LANE FOX

SNOW, FROST and rain are bad company for the early crocuses; there is no merit in treading on the flowerbeds where they are wet, so the spade and hoe must be set aside and the puddles watched helplessly. There are those indeed, a larger minority each year, who believe that we are missing nothing, because we should never dig anyway, that the practice is a puritan error, born from gardener's fears of green weed. We should scratch nowadays, but never dig. The top-soil, they argue, suffers more from being thrown around than from lying low under weeds.

Of course, the view has begun on the farm, where the ruts of the wheels of a tractor may well be a poor companion for the work of a plough. But in the garden, I refuse to believe it. It would strike, to my mind, at the very roots of virtue. A professor or two now supports it, a fact which may only confirm your suspicions. I cannot be cheered by the thought that bad weather has stopped me from working the ground. Snow and frost revives, instead, a wishful thought, one which takes hold of me now and then. When the weather is so vile, I wish I had a garden in the mild south-west.

The wish survives a reading of the first in what looks set to be a big new regional series of handbooks on our public gardens, backed by the RHS. Volume 1 is now out, at £5.50 from Batsford: P. M. Synge runs through the more notable contents of the best of the gardens in Devon and Cornwall. The list is useful and well worth scanning in a bookshop if you are planning a holiday down near the Scillies in spring. Perhaps the other volumes will be more brightly conceived.

But nothing can ever close the prospect opened by the shrubs which intrude on the way through. If you wish to grow rhododendrons as a fine collection, the gardens of Devon and Cornwall are surely the best place to learn how to do it. They are not just the preserve of old and inimitable pre-war gardens. At Marwood Hill, near Truro, Dr. J. A. Smart began his intriguing garden, open daily from now until October, as recently as 1960. The greenhouses contain some of the finest camellias in the country, many of them on sale as young plants, children of prizewinners in RHS shows.

In a month or less, they will be near their best and deserve the attention of those who still look back on garden-visiting as a pleasant memory confined to the summer season. The steep slope of the garden, the lakes and the exceptional use of rare shrubs, bulbs and climbers should urge on anyone who feels that planting has never been the same since country-house style was cut down to size.

At their best now are two well-placed maples with red twigs which I would gladly spirit away to my end of England in order to cheer up the winter. Sold as Senkaki, these acers are best, I think, on the acid and mild ground which the Truro area offers. They are also excellent when matched against the silver weeping pear, an idea original to Dr. Smart. This new garden, ranging from acacias to small lewisias, is a tribute to a collector's skill and eye, one from which we all have something to learn at home.

It is a tribute, too, to our extraordinary range of country gardens that within a few miles, near Falmouth, you could be in the different world of Killerton, left to the National Trust by the Aclands family who built it up over nearly 150 years. Here the rhododendrons are awesome, not least a lovely mass of the white "Dr. Stocker," one which, favoured gardeners should never omit. But the conifers amaze me, far from the mildly incongruous sort of Scots Pine which one expects among drifts of old ponticum in Bracknell settings.

My wildest gardening ambitions are two: first to grow great cardiocrinums in a seven-foot-high succession of lily-white flowers, year upon year: second, to grow the Prince Albert's Yew to a height where I could look back and measure my own years with pride. It is a hopelessly tender tree for most of us, but its delicate leaves live up to that fine Victorian name of Saxegothea Conspicua. Do not miss it on a visit. It was found in Patagonia and remains a curiosity.

At Killerton, too there are Tulip Trees so tall that the tops are beyond clear eye-sight, over a hundred feet high. The pale yellow flowers on a huge Magnolia Fraseri are no less astonishing than the tree's enormous leaves. There is also, as Synge points out, a fine Stewartia, a tree which should indeed be planted more often in gardens which are free of lime and sharp spring frosts. The small pot-grown offerings which catalogues list should not mislead you. At Killerton you can see the full Stewartia, not only the flowers conveniently opening in August but the bright autumn leaves and the splendid trunk whose matt green is marked with bright patches of reddish brown. If time is on your side, you should certainly consider this Japanese tree in the garden. At Killerton it is nearly 50 feet high.

In Cornwall, however, Caerhays Castle will always, for me, take the prize. It is a 100 acres big and in a month, if as much, it will be worth visiting, above all for its astonishing Magnolias. White Cambellii has run wild, some up to 50 feet high and massed with countless flowers. The prize one is probably a massive Veitchii, named from the nursery which also advised at Killerton. These are trees, I fear, only for young landed gardeners on mild acid soils, but they show up a side to English gardens which visitors, full of Scotland and Ireland, have often forgotten.

The best Chinese shrubs are now in Cornwall: J. C. Williams, their patron at the turn of the century, is now fittingly remembered by a Camellia, massed and still alive in its original bank. Of all the garden camellias, these Williamsii hybrids still lead the field, for my money. The sight of them at home will only confirm the opinion. But the most startling plant, as Synge well comments, is that other tribute to the owners, the lovely little pink Rhododendron Williamsianum which should go in among the first shrubs for any acid bank among alpine plants, where groups of eastern wild flowers would set it off quite naturally.

I call it little, for it usually grows some two or three feet high and a little wider in most men's gardens. Buy it, if you can please it, not least for its prettily rounded leaves. But at Caerhays, never forget it is now an astonishing 36 feet wide and eight feet high: "Quite large," says Patrick Synge, "for a plant described as a dwarf."

This, I feel, as I look out on those supremely blank February flower-beds, would be the merit of moving. I could plant a Chilean shrubbery and amaze you with tales of mutisia after only two years. There would be mimosas in every article and such scented white michelia as only the fine gardens at Glendurgan could hope to excel. And as for such bad habits as digging, who could seriously take the spade to a hillside of Rhododendrons raised by the fine Cornish breeders at Lamellen and Penjerrick?

Artist's winning style

RACING

BY DOMINIC WIGAN

HAYDOCK, WHICH staged that fine two-day meeting early last month when Gay Spartan and True Wish scored in fine style for the Dickinsons, has another extremely interesting day's racing to-day. The feature race is the 3½ miles Malcolm Fudge national trial, a five-runner event for which Shifting Gold, Red Rum, Tamalin, Tregarron and Rambling Artist are the participants.

It could end in a win for Tony Gillam's possibly under-rated Boroughbridge challenger, Rambling Artist. A 7,200 guineas Doncaster sales purchase, this ex-Irish chaser, a strong son of Sir Gordon Richards's Goodwood Cup winner, Wrekin Rambler, has already proved that the money was almost certainly well spent.

His last race, particularly, augured well for the future. Always travelling smoothly and well within himself in Wetherby's Keswick Chase, Rambling Artist forged clear three-quarters of a mile from home to put six lengths between himself and runner-up Greystoke Rambler, from who he was receiving only 1 lb.

I hope that a reproduction of that form over to-day's additional 3½ furlongs — which should present no problem—will see Rambling Artist taking advantage of the 22 lb. he receives from Shifting Gold.

There was a great deal to like about the way in which Vulrory's Kid landed a 17-runner event at Doncaster towards the end of last month, in spite of drifting ominously in the betting, and I take him to follow up in stronger company when he tackles Babbling Brook and 20 others in the second division of the Golborne Novices Hurdle.

Earlier, his stable mate, Piccadilly Line could also win his division of that event, in which he has only two fewer opponents.

The Fred Winter-trained Busted gelding, Pardon, a half-brother to the extremely useful Cardinal Error, caught my eye when running Suncharmer to half a length at Plumpton six weeks ago and I shall be disappointed if he cannot go one better in Fontwell's Chichester Hurdle. The chief danger could come from the under-rated Prince Lancing.

It has been announced that Karabas, on whom Lester Piggott rode an outstanding race to land his second Washington International in 1969, will soon take up stud duties in Brazil.

The top class Worden II horse, whose racecourse career yielded 11 victories, over £100,000 in prize money and successes in four different countries, until recently had been standing at Ireland's Kildangan stud.

Incidentally, his jockey is clearly in fine trim for next month's start to the Flat. After a successful spell in Singapore, Piggott has just made his mark in no uncertain terms at Kuala Lumpur, riding five winners at the week-end meeting there.

● Jonjo O'Neill rode three winners at Sedgefield yesterday—Golden Express (12-1), Imgham (evens) and Jason (11-10)—to bring him within one of a century of winners this season.

O'Neill, who has just won the latest Bollinger Rider of the Month award, rode 19 winners in January, including two trebles and four doubles. On Saturday, he won Sandown's Oteley Hurdle on Sea Pigeon.

HAYDOCK

12.45—Piccadilly Line*
1.15—Bird of Prey
1.45—Forty Thieves
2.15—Et Tu
2.45—Rambling Artist**
3.15—Timmie's Battle
3.45—Vulrory's Kid***

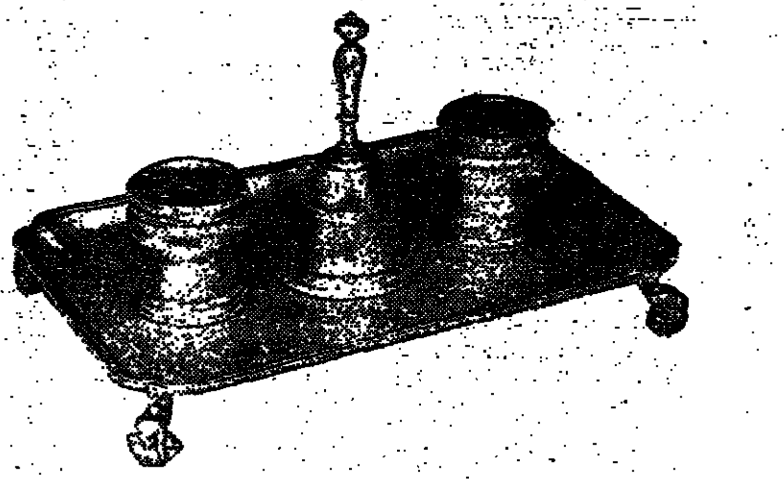
FONTWELL

1.30—Fezevot
2.00—Le Diable
2.30—Abo
3.00—Pardon
3.30—Biege Prince
4.00—Princely

Library bookcase fetches £2,400

SALEROOM

PAMELA JUDGE



This George II ink stand by Robert Innes, 1754, in silver and plate went to an anonymous buyer at Bonham's yesterday for £960.

A GEORGE III mahogany breakfront library bookcase went to Grant for £2,400 in Phillips' sale of furniture in London yesterday.

Woodruffe gave the second highest price in the sale—£1,450—for a George III mahogany cylinder-front bureau inlaid with ebony lines. The sale totalled £40,200. A sale of jewellery by the same house amounted to £36,167.

At Sotherby's Belgravia, Victorian paintings, drawings and watercolours made £28,113 with 12 lots unsold. "Minding the Buggy," a rural scene initialled WB, was bought by the Rutland Gallery for £750 and the same price was given by S. Elisharroff, London, for "Pallisy the Potter" by Thomas Heaphy.

A private buyer gave £600 for a still life of fruit by Oliver Clare.

Chinese snuff bottle were the offering at Sotheby's large galleries and they fetched £14,899.

An interior-painted bottle went to Sung, a European dealer, at £850 and a jadette bottle sold at the same price to B. Hall, London There were 38 lots unsold.

Silver at Bonhams made £14,652 with 6 per cent. unsold. A George II ink stand went to and anonymous buyer for £960 and a Victorian three-piece tea set—bulge-bodied and heavily chased—was bought by Venture for £560.

Koopman bought a mulled ale jug with a George III 1766 hallmark for £540.

At Christie's Japanese ivory carvings and netsuke made £62,125.

A large 19th-century ivory carving of a skull with serpents, frogs and toads twining over the cranium by Gyokuzan went for £3,000 and an elephant inlaid with flowers and jewels (Masayuki) fetched £1,600.

Lewin, Switzerland, gave £880 for a pedlar and his wares (Shinsai).

Music publishers 'make 50%'

BY LYNTON McLAIN, INDUSTRIAL STAFF

SHEET MUSIC publishing is the most profitable sector in the British music trade, according to a survey by Jordans Dataquest published yesterday. Some independent sheet music publishers had profit margins exceeding 50 per cent.

Record manufacturing and marketing is the second most profitable area, followed by recording tape.

The top 12 music companies in terms of sales and profits had an average profit margin of 5.9 per cent., a favourable performance compared with other industries, the report says, in spite of the industry's "maverick" reputation.

Dick James Music, record producers and music publishers, had the biggest profit margin, 23.9 per cent., on a turnover of £11.5m. for the year ending September, 1975. EMI had a turnover of £851m. last year yielding profits before tax of £64.7m.

Half the companies inspected had filed no accounts since 1975 and many organ makers not since 1873. Many were thought to be losing heavily, Mr. Roger Coghill, Jordan Dataquest managing director, said.

In piano manufacturing, British companies had a less than average growth record compared with the sector's average. The 12 piano companies in the survey grew less than 10 per cent. a year, based on profit margins of between 2.5 and 5 per cent.

This surprised the authors of the report, because between 30-40 per cent. of British pianos are exported.

British Companies in the Music Trade. Jordan Dataquest, £28.

Education for all urged

A CALL for education to be available for all ages and not just people under 30, is made to-day in a Young Fabian pamphlet.

Mr. Tom Schuller, the author, says that people from poor families miss the full potential of education before they go to work and are handicapped afterwards.

Social justice demands the provision of education later in life to enable people to "catch up," he says.

TV Radio

† Indicates programme in black and white.

BBC 1

9.15 a.m. For Schools, Colleges. 10.05 You and Me. 11.00 For Schools, Colleges. 12.45 p.m. News 1.00 Pebble Mill 1.45 Mister Men. 2.01 For Schools, Colleges. 3.53 Regional News for England (except London). 3.55 Play School. 4.20 Touche Turtle. 4.25 Jackanory. 4.40 Screen Test. 5.05 John Craven's Newsround. 5.10 Grange Hill. 5.35 Paddington. 5.40 News.

5.55 Nationwide (London and South-East only).
6.20 Nationwide.
6.50 Sykes.
†7.20 The Wednesday Film: "Strangers on a Train," starring Farley Granger and Robert Walker.
9.00 News.
9.25 I Didn't Know You Cared.
9.55 Sportsnight
10.45 Tonight.
11.35 The Sky at Night.
11.45 Weather/Regional News.

All Regions as BBC-1 except at the following times:—

Wales — 2.18-2.38 p.m. For Schools. 5.10-5.35 Bilidowcar. 5.55-6.20 Wales Today. 6.50-7.20 Heddiw. 11.45 News and Weather for Wales.

Scotland—11.00-11.20 a.m. and 2.18-2.38 p.m. For Schools. 5.55-6.20 Reporting Scotland. 11.45 News and Weather for Scotland.

Northern Ireland—3.53-3.55 p.m. Northern Ireland News. 5.55-6.20 Scene Around Six. 9.25-9.55 Spotlight on Northern Ireland affairs. 11.45 News and Weather for Northern Ireland.

England—5.55-6.20 p.m. Look East (Norwich); Look North (Leeds, Manchester, Newcastle); Midlands Today (Birmingham); Points West (Bristol); South Today (Southampton); Spotlight South West (Plymouth).

BBC 2

10.20 a.m. Gharbar.
10.45 Parosi.
11.00 Play School (as BBC-1 3.55 p.m.).
6.10 Open University.
7.00 News on 2 Headlines.
7.05 Company Pensions — Who Cares?
7.30 Newsday, including Chinese Overseas Aid (report).
8.10 Chronicle: The Chronicle Archaeology Award: The work of the six finalists.
9.10 Play of the Week.
10.00 Tibet—Roof of the World.
11.00 Arena: Cinema.
11.35 Late News on 2.
11.45 Darts: Embassy World Professional Darts Championships.

LONDON

9.30 a.m. Schools Programmes. 12.00 Cloppa Castle. 12.10 p.m. Rainbow. 12.30 Sounds of Britain. 1.00 News, plus FT index. 1.20 Help! 1.30 Crown Court. 2.00 After Noon. 2.25 Hadleigh. 3.20 Paint Along With Nancy. 3.50 Couples. 4.20 Michael Bentine's Potty Time. 4.45 Pop Quest. 5.15 Emmerdale Farm.

5.45 News.
6.00 Thames at 6.
6.35 Crossroads.
7.00 This Is Your Life.
7.30 Coronation Street.
8.00 Bernard Manning in Las Vegas.
9.00 ITV Playhouse.
10.00 News.
10.30 The Midweek Match.
11.25 World Snooker.
11.55 Night Gallery.
12.25 a.m. Close: Mahdav Sharma reads some says from the Tao Te Ching to celebrate the Chinese New Year.

All IBA Regions as London except at the following times:—

ANGLIA

1.25 p.m. About Anglia. 2.00 Houseparty. 5.15 Mr and Mrs. 6.00 About Anglia. 11.25 Baretta. 12.25 a.m. The Big Question.

ATV

1.20 p.m. ATV Newsdesk. 5.15 Mr. and Mrs. 6.00 ATV To-day. 11.25 The Butlin's Grand Masters Darts Championship.

BORDER

†1.20 p.m. Border News. 2.00 Houseparty. 5.15 Horses in our Blood. 6.00 Lookaround Wednesday. 11.30 The Butlin's Grand Masters Darts Championship. †12.00 Border News Summary.

CHANNEL

1.18 p.m. Channel Lunchtime News, and What's on Where. 6.00 Channel News. 6.10 Dynomutt the Dog Wonder. 10.28 Channel Late News. 11.25 Pro-celebrity Snooker—Canadian Club Trophy. 12.10 a.m. Epilogue, followed by News and Weather in French.

GRAMPIAN

9.25 a.m. First Thing. 1.20 p.m. Grampian News Headlines. 6.00 Grampian To-day. 6.30 Police Newsroom. 11.25 Reflections. 11.30 Celebrity Concerts: Pat Boone.

GRANADA

1.20 p.m. This Is Your Right. 5.10 This Is Your Right (a second chance to see Lord Winstanley's programme). 5.15 Crossroads. 6.00 Granada Reports. 6.30 Wish You Were Here . . . ? †11.25 The Untouchables.

HTV

1.20 p.m. Report West Headlines. 1.25 Report Wales Headlines. 2.00 Help Yourself. 5.15 Dodo The Space Kid. 5.20 Crossroads. 6.00 Report West. 6.15 Report Wales. 6.30 Wish You Were Here . . . ? 11.25 Celebrity Concert: Henry Mancini conducts the Edmonton Symphony Orchestra.

HTV Cymru/Wales—As HTV General Service except: 1.20-1.25 p.m. Penawdau Newyddion y Dydd. 4.20 Miri Mawr. 4.30-4.45 Un Tro. 6.00-6.15 Y Dydd.

HTV West—As HTV General Service except: 1.20-1.30 p.m. Report West Headlines. 6.15-6.30 Report West.

SCOTTISH

1.25 p.m. News and Road Report. 2.00 Women Only. 5.15 Pipel and Friends. 5.20 Crossroads. 6.00 Scotland Today. 6.30 Report. 10.30 Welcome to the Ceilidh. 11.00 Out of Town. 11.30 Late Call. 11.35 Police Woman.

SOUTHERN

1.20 p.m. Southern News. 2.00 Houseparty. 5.15 Betty Boop. 5.20 Crossroads. 6.00 Day By Day. "Wednesday Extra." 11.25 Southern News Extra. 11.35 Healthy Eating.

TYNE TEES

9.20 a.m. The Good Word followed by North East News Headlines. 1.20 p.m. North East News and Lookaround. 2.00 Women Only. 5.15 Happy Days. 6.00 Northern Life. 11.25 West Side Medical. 12.25 a.m. Epilogue.

ULSTER

1.20 p.m. Lunchtime. 4.18 Ulster News Headlines. 5.15 Dynomutt, the Dog Wonder. 6.00 Ulster Television News. 6.05 Crossroads. 6.30 Reports. 11.25 World Championship Darts. 11.55 Make It Count, followed by Bedtime.

WESTWARD

12.26 p.m. Gus Honeybun's Birthdays. 1.20 Westward News Headlines. 5.00 Westward Diary. 10.28 Westward Late News. 11.25 Pro-Celebrity Snooker (Canadian Club Trophy). 12.10 a.m. Faith for Life.

YORKSHIRE

1.20 p.m. Calendar News. 5.15 Mr. and Mrs. 6.00 Calendar (Emley Moor and Belmont editions). 11.25 The Cabot Connection.

RADIO 1 247m

(S) Stereophic broadcast

6.00 a.m. As Radio 2. 7.02 Noel Edmonds. 9.00 Simon Bates. 11.31 Paul Burnett including 12.30 p.m. Newsbeat. 2.00 Tony Blackburn. 4.31 Dave Lee Travis including 5.30 Newsbeat. 7.00 Sing Something Simple (S) (joins Radio 2). 8.00 As VHF. 9.55 As Radio 2. 10.02 John Peel (S). 12.00-12.05 a.m. As Radio 2.

VHF Radios 1 and 2: 6.00 a.m. With Radio 2, including 1.55 p.m. Good Listening. 8.00 Listen to the Band (S) (continued: see Radio 2, 7.30 p.m.). 8.15 Semprini Serenade with the BBC Radio Orchestra (S). 9.02 Sing, part 6: Sportsman Supreme. 9.55 With Radio 2. 10.02 With Radio 1. 12.00-12.05 a.m. With Radio 2.

RADIO 2 1,500m and VHF

6.00 a.m. News Summary. 6.02 Ray Moore (S) with The Early Show, including 6.15 Pause for Thought. 7.32 Terry Wogan (S) including 8.27 Racing Bulletin and 8.45 Pause for Thought. 10.02 Jimmy Young (S). 12.15 p.m. Waggoners' Walk. 12.30 Pete Murray's Open House (S) including 1.45 Sports Desk. 2.30 David Hamilton (S) including 2.45 and 3.45 Sports Desk. 4.30 Waggoners' Walk. 4.45 Sports Desk. 4.47 John Dunn (S) including 5.45 Sports Desk. 6.45 Sports Desk. 7.02 Sing Something Simple (S). 7.30 Listen to the Band (S) (continues on VHF at 8.00). 8.00 League Cup Special. 9.30 Join VHF. 9.55 Sports Desk. 10.02 The News Huddlines starring Roy Hudd. 10.30 The Show With Ten Legs starring Eddie Braben. 11.02 Brian Matthew with The Late Show. 12.00-12.05 a.m. News.

RADIO 3 464m, Stereo & VHF

† Medium Wave only

6.55 a.m. Weather. 7.00 News. 7.05 Your Midweek Choice, part 1 (S). 8.00 News. 8.05 Your Midweek Choice, part 2 (S). 9.00 News. 9.05 This Week's Composer: Paganini (S). 9.45 Salisbury Festival of the Arts, 1976 (S). 10.20 Two Early Schoenberg String Quartets (S). 11.10 Schoenberg's Lucia Music (S). 11.30 Beethoven: Missa Solemnis in D major (S). 1.00 p.m. News. 1.05 Concert Hall (S). 2.00 In Repertory: "Madam Butterfly" (S) (illustrated discussion). 3.00 Beaux Arts Trio, part 1 (S). 3.55 In Short (talk). 4.05 Beaux Arts Trio, part 2 (S). 5.05 Building a Library of records (S). 5.45 Homeward Bound (S). 6.05 News. 6.10 Homeward Bound (continued). †6.30 Lifelines: Language and Communication. 7.30 BBC Scottish Symphony Orchestra (S). 8.40 The Arts Worldwide. 8.55 Songs More or Less Italian (S). 9.35 Scientifically Speaking. 10.20 Music in Our Time (S). 11.25 News. 11.30-11.35 And Tonight's Schubert Song on record.

Radio 3 VHF only—7.00-7.30 p.m. Open University.

RADIO 4

434m, 330m, 285m and VHF

6.15 a.m. News. 6.17 Farming Today. 6.35 Up to the Hour. 6.52 (VHF) Regional News. 7.00 News. 7.10 Today. 7.35 Up to the Hour (continued). 7.52 (VHF) Regional News. 8.00 News. 8.10 Today including news headlines, weather, papers, sport. 8.45 Yesterday in Parliament. 9.00 News. 9.05 The Living World. †9.35 My Dear Music: Mozart in 1777-1779. †10.00 News. †10.05 In Britain Now. 10.30 Daily Service. †10.45 Morning Story. †11.00 News. †11.05 You, The Jury. 12.00 News. 12.02 p.m. You and Yours. 12.27 What Ho! Jeeves. †12.55 Weather programme news. VHF (except London and SE) Regional News. 1.00 The World at One. 1.30 The Archers. 1.45 Woman's Hour (from 2.00) including 2.00-2.02 News. 2.45 Listen with Mother. 3.00 News. 3.05 Afternoon Theatre (S). 3.50 Choral Evensong. 4.35 Story Time. 5.00 PM Reports. 5.40 Serendipity. 5.40 Weather, programme news (VHF) Regional News. 6.00 News. 6.30 My Music (S). 7.00 News. 7.05 The Archers. 7.20 File On 4. 8.00 Lord Peter Wimsey. 8.30 The Reith Lectures. 9.00 Science Now. 9.30 Kaleidoscope. 9.59 Weather. 10.00 The World Tonight. 10.30 Round Europe Quiz. 11.00 A Book at Bedtime. 11.15 The Financial World Tonight. 11.30 Today in Parliament. 11.45 News.

For Schools (VHF only) 9.05 a.m.-12.00 and 2.00-3.00 p.m.

BBC Radio London

206m and 94.9 VHF

6.00 a.m. As Radio 2. 6.30 Rush Hour. 9.00 Holiday Scene. 9.30 London Live. 11.03 In Town. 12.03 p.m. Call In, including 1.00 London News Desk. 2.03 206 Showcase. 4.03 Home Run. 6.10 Look, Stop, Listen. 7.30 In Town (as 11.03 a.m.). 8.30 In Concert. 10.03 Late Night London. 12.00-Close: as Radio 2.

London Broadcasting

261m and 97.3 VHF

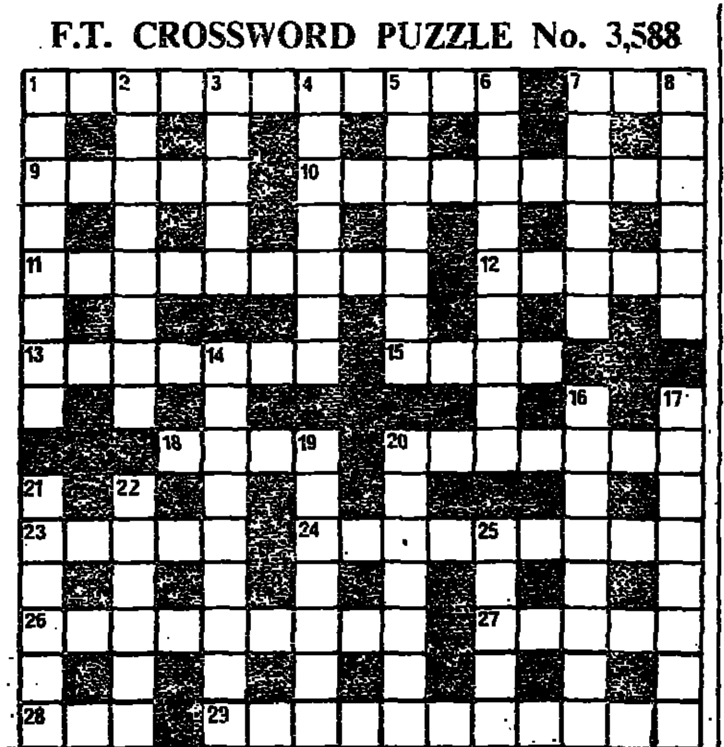
5.00 a.m. Morning Music. 6.00 A.M.: non-stop news, travel, sport, reviews, information. 10.00 Brian Hayes. 1.00 p.m. LBC Reports, including George Gale's 3 o'clock call. 8.00 After 8—with Ian Gilchrist. 9.00-1.00 a.m. Nightline.

Capital Radio

194m and 95.8 VHF

6.00 a.m. Graham Dene's Breakfast Show (S). 9.00 Mike Allen (S). 12.00 Dave Cash, with Cash on Delivery (S). 3.00 p.m. Roger Scott with his Three O'Clock Thrill (S). 7.00 London To-day (S). 7.30 Adrian Love's Open Line (S). 9.00 Nicky Horne's Your Mother Wouldn't Like It (S). 11.00 Tony Myatt's Late Show (S), including at 11.55 Moment of Terror. 2.00 a.m. Duncan Johnson's Night Flight.

F.T. CROSSWORD PUZZLE No. 3,588



ACROSS

1 Criminal admission to light-headed PC (3,1,4,3)
7 Ought this paper to appear frequently? (3)
9 Uplifter of bird (5)
10 What do you mean? Return? (4,5)
11 Timid trio running out of sight (5,4)
12 A charge to see the reef (5)
13 Delicacy to disturb after starting tea (7)
15 Fate of party backing doctor (4)
18 Suitable wrapping for free-starting fuel (4)
20 Country lover gets Irishman to cause disturbance (7)
23 One would go to Isle of Man in a manner of speaking (5)
24 Roman champion might give dog a trial (9)
26 Switch about during collection (4,5)
27 Threaded fastener for pay (5)
28 Joke brings silence (3)
29 A crib is made to assume unwelcome responsibility (4,3,4)

DOWN

1 Hatch in part of Latin America to note (8)
2 Blooming strike-breaker takes notes (8)
3 Monster pal has no right (5)
4 Tend to [illegible] (7)
5 Praise officer in charge getting soldier's medal before finish (7)
6 Drama concerning fool (4,5)
7 Two alternatives round at Speaker's Corner (6)
8 Can broken leg feel prickly? (6)
14 Croaker takes a month to manhandle (4-5)
16 Conveyance to a station (8)
17 Grim custom in backward motion (8)
19 Joke made by member with influence (3-4)
20 Approval for initial public library accounts check (7)
21 VIP may be a swollen-headed judge (6)
22 Quick job for vicar (6)
25 Sally has children (5)

Solution to Puzzle No. 3,587

APPOINTMENTS

E. Crabtree to be advisory consultant at Courtaulds

Mr. Eric Crabtree has joined the COURTAULDS group as an advisory consultant for consumer products. He will work with Mr. C. A. Hogg, a main board director responsible for those activities which account for an annual turnover of more than £300m. of fashion and related merchandise. As reported on February 1, Mr Crabtree has retired from the chairmanship of the fashion multiple division of Debenhams. He continues as chairman of Hardy Amies and as a director of Debenhams and of J. Hepworth and Sons.

*

From March 1, Mr. Neil G. Weston is to join ENGINEERING POLYMERS as managing director and Mr. Brian H. Morris will take up the newly-created position of sales director of the company, which is the U.K. subsidiary of General Electric Plastics BV., Holland. Mr. Weston was formerly with Laporte Industries.

*

Mr. Bryan Thomas, managing director of Edgar Vaughan and Co., has been appointed to the Board of E. H. HOUGHTON AND Co., of Philadelphia.

*

Mr. David Robinson has been made group managing director of ROBINSON AND SONS, and will be responsible for U.K. and European operations. Mr. Ernest S. Robinson, Mr. Richard Robinson, Mr. George W. Wallis and Mr. Fred Rhodes have joined the group Board.

*

Mr. M. R. Blow has been appointed financial director of the DONALD MACPHERSON GROUP. He is a former financial director and secretary of Ultra Electronic Holdings.

*

Mr. John Swain has been apponited managing director of BRADLEY AND SON. He joins the company from Williams Lea and Co. In his new position, Mr. Swain succeeds Mr. Robert Bradley, who has become deputy chairman. Mr. Swain has also been made managing director of Charles Elsbury Plates and has joined the Board of Oyez Press. The present concern is the Solicitors' Law Stationery Society.

*

Mr. Peter Layhe has resigned as finance director of DAWSON INTERNATIONAL to take up another appointment outside the group. Mr. Ronald Miller, a member of the Board, becomes finance director.

*

Mr. Lawford Richardson, chairman of the Australian Advisory Board of FRIENDS' PROVIDENT LIFE OFFICE, has joined the main Board.

*

Mr. Bryan J. Sherley-Dale has been appointed managing director of CORAL CASINOS, a subsidiary of the Coral Leisure Group, from April 1. Mr. Sherley-Dale, who will continue as a non-executive director of Whitmark, was previously a director of Base Marketing Services.

*

Mr. Gordon W. Bryant, managing director of Consolidated Pneumatic Tool Division, Aberdeen, has been appointed managing director of CHICAGO PNEUMATIC Eurotool Division. He retains his directorship of Consolidated Pneumatic. In his new position Mr. Bryant takes over from Mr. Thomas Ammer, who has become president, Chicago Pneumatic Allied Equipment Group.

*

Mr. Harold Rose has retired from the Board of STAFLEX INTERNATIONAL but remains a consultant.

*

Mr. Derek Hindmarch, director personnel at PERKINS ENGINES, is leaving the company to take up an appointment with Tube Investments.

*

Mr. John Tisdall, at present deputy head of BBC Television current affairs group, has been appointed to the new post of editor, television current affairs. He takes up his post on March 1 when Mr. Brian Wenham, head of current affairs group, becomes Controller, BBC-2. The title of head of current affairs group lapses. A second new post, head of current affairs programmes, is to be created.

*

Northern Engineering Industries has formed NEI Overseas which will be responsible to the group managing director for the management and development of the group's overseas manufacturing interests and investments. The Board of the new company consists of Mr. G. T. Coughtrie (chairman), Mr. J. T. Inglis (managing director), Mr. G. V. Davenport (director and secretary), Mr. R. Baker, Mr. M. H. Bower, Mr. W. S. Bencher, Mr. W. H. Bell and Mr. J. Harrison.

Television

Visual feasts

by WINSTON FLETCHER

Why has the smart sneer-word *telemoron* passed so quickly into desuetude? You don't hear about the *goggle box* much these days either. Both neologisms have a dated, fifties feel: Television is no longer the easy butt of intellectual snobbery that it used to be, a change usually explained by one of two opposing theories:

1—The quality of television has improved so greatly over the last two decades that it no longer makes sense to scoff at it.

2—The quality of television has remained constant, or even waned, but our tastes and critical faculties have been dulled and deadened by its insistent, pervasive mediocrity.

Nonchalantly disregarding the irritating little difficulties involved in defining quality, my personal belief is that the general standard of U.K. television has always been marvellous, that it has improved marginally over the years, and that attempts to decry it in its infancy were simply the expressions of cultural conservatism always provoked by radical innovation. Nevertheless, there does seem to have been a growth of intellectual and artistic activity on the *brain box* of late, fit for even the finest *telemind* to watch.

Take last Saturday evening. You could have watched *The Book Programme*; Joris Iven's amazing behemoth on *China*; and *The South Bank Show*—a total of over four hours thought-provoking programming, from about 15 hours' transmission on the three channels. (And the various Newses occupied a further—stimulating?—hour).

Lest you cynically suspect that Saturday was atypical, Sunday was a veritable feast for culture vultures. Would you consider *Weekend World* or *University Challenge* cultural? Even if not, you'll have to allow *Arena* or *The Cherry Orchard*; *Men of Ideas*; ...*The Seagull*; simultaneosly The Mayor of Casterbridge; *The Lively Arts*; *Everyman*, and *Read All About It*. A six-and-a-half hour welter of intellectual uplift, and a far cry from U.S. Federal Communications Commission chief Newton Minow's desperate description of American programming in the mid-sixties as a "wasteland." Any broadcasting system that compels viewers reluctantly to choose between Chekov and Hardy, on an average Sunday evening, can't be all soft soap operas and shmaltz.

But back to Saturday, when culture kept bursting out all over, rearing its highbrow head in the most improbable places. Admittedly not in *Batman*, which is unexpectedly funny these days, replete with execrable puns which might (just) make even Bob Monkhouse wince, but which even its most doting devotees could not call a profound spiritual and artistic experience.

Happily, immediately after Batman, Saturday evening really got into its cerebral stride with *Jim'll Fix It*. Up popped the Poet Laureate, explaining modestly how he came by the job and reading rhymes, adding a touch of aesthetic dignity to the ribald proceedings—though of course he's no Pam Ayres, and I doubt if he'll ever be chosen for a *Royal Variety Performance*.

Jim'll Fix It also raised a vulgar question that on a serious level was echoed by all the more egghead programmes that evening. Put at its most brutal, it asks: To what extent does television cheat? In *Jim'll Fix It* the cheating, if it occurs at all, is of the most harmless kind. On Saturday night a group of office girls feigned astonishment when the Royal Marines arrived outside their window, by helicopter, and proceeded to kidnap one of their number. All present vowed that the incident came as a complete surprise to the nice lady who was abducted.

Well, if Jim O.B.E. swears to it, I'll believe him. But what did the lady think the cameras were doing in her office? And why did she co-operate so docilely instead of struggling when the Marine hoisted her over his shoulder and lumbered her off? Maybe helicopters often land at the bottom of her garden, and she is forever being expropriated by vagrant marines while television cameras whirr and purr around her.

Jimmy Saville in 'Jim'll Fix It' (BBC1) and David Hockney in The South Bank Show (London Weekend)

The interaction between the medium and the events it purports to be portraying objectively—an interaction well-known to physicists, who long ago established that the act of observing an event changes it—is one of the themes that the pre-occupied sci-fi maestro J. G. Ballard in *The Book Programme*; and David Hockney returned to *The South Bank Show*.

Ballard is the new wave novelist who brought science fiction down to earth (sorry) and coined the aphorism "Outer space is Out, Inner space is In" to explain his obsession with homo sapiens' mind, rather than with little multi-coloured extra-terrestial beings. His own mind is a labyrinthine whorl of unlikely interconnections, fascinated by modern media and communications, by Illusion and Reality, and particularly by advertising and television itself.

We did not see the Vietnam war on *television*, Ballard insisted, we saw a science fiction war — edited, structured and brought to us by satellite. The camera is not neutral (Christopher Isherwood was wrong). Nor, as Hockney later argued, is the paintbrush.

Hockney too is fascinated by Illusion and Reality. "Any picture is only an illusion," he gently replied when Melvyn Bragg tried to drag him into a simplistic analysis of the differences between abstract and naturalistic painting, "and I tend to think naturalism is truer than other methods. Picasso abandoned cubism after only 12 years."

All of which served as a provocative backdrop to *Joris Ivens's China*, BBC2's two-and-a-half-hour greeting to The Year of the Horse. Again we were *forced* to ask the same brutal question, and to ponder the distinction between Illusion and Reality.

How can the daily lives of more than 800,000,000 Chinese be depicted accurately in a two-and-a-half-hour documentary? Or even in a 12-hour film. Ivens' original masterpiece from which Saturday's TV quickie had been cut?

Patently Ivens himself is as honest as the Great Wall is long. Yet we know that he was a friend of Mao and Chou En Lai, that he loathed the Kuomintang, that he reveres the red regime and the gargantuan economic achievements the revolution has wrought.

He is hardly, then, an unbiased witness.

In Ivens's films every Chinese enthuses and smiles, is happy, keen and openly self-critical. Is this the same country where dissidents are jailed if not executed, and enemies of the people disappear like trivial pains treated with acupuncture?, Ivens portrays his own reality, as Ballard portrays his and Hockney his. To take a single example: Ivens stayed eight weeks in a pharmacy to produce just 10 minutes of *cinema verite*. Whatever happened to the *verite* during the other seven weeks, six days, 23 hours and 50 minutes? And what were the other 799,999,999 or so Chinese up to the while? As Ballard has said of Vietnam newsreporting, Ivens edited and structured the truth.

Still, it seems churlish to cavil at so engrossing an evening's television; and only the pettiest of cynics would dream of suggesting that this lush cornucopia of culture might in some mysterious way be connected with the still awaited decision on which of the contestants is to be awarded the prize Fourth Channel.

Bishopsgate Hall

Lunchtime music

by DOMINIC GILL

The ever-enterprising City Music Society has surpassed even its own traditionally high standards this season with an exceptional list of Tuesday lunchtime programmes at Bishopsgate Hall—two chamber orchestras, recitals by three distinguished young string quartets from Switzerland, Hungary and England, solo recitals for violin, voice and guitar, and for piano by Charles Rosen and Hamish Milne. At only 50p, including a programme, lunchtime music at Bishopsgate is one of the best bargains in the City.

Most of the programmes are traditionally cast: but there is also a leavening of rare and recent works. Yesterday afternoon, the piano duo of Antony Lindsay and Simon Young devoted one half of their programme to the first performance of a new Sonata for two pianos written specially for them by Peter Racine Fricker: a worthy, rather austerely scored piece in four movements, about 20 minutes long, which explores "various possibilities of the pianists as partners and opponents"—a robustly contrasted Dialogue; a fast-moving *moto perpetuo* cross-hatched with an angular syncopated melody; a gentle Ricercare, fugal and canonic fantasy on three invertible themes; a busy set of finale Variations. Sound, and solid, but unspecial.

Rather more special was the duo's own finale of three movements from the rarely performed early *Fantasy* op. 5 of Rakhmaninov—"Night for Love," a marvellous Lisztian unfolding, resplendent with amorous trills and glittering arpeggios; "Tears," a dolorous fin-de-siecle ostinato; and "Russian Easter," a massive celebration of four-hand chimes.

Next month at the Wigmore Hall, Lindsay and Simon play the Fricker again, together with another new piece by John Cardale, and four-hand music by Ravel, Poulenc and Milhaud.

French Institute, S.W.7.

Gros-Calin

by GARRY O'CONNOR

The latest in the series of French Institute one-man shows which have been brought from Paris or the Avignon Festival, *Gros-Calin* has been adapted from the novel by Emile Ajar, and is played by Pierre Leenhardt. The theme is loneliness, and in condensing the novel, M. Leenhardt has brought out in a clear development all the Gogolesque detail of alienation, tenderness, and anguish that surrounds his hero. There is one solace for him in his misery, and the ill-fated attentions he directs towards Mlle Refus, a mini-skirted black girl he rides the lift with every day: his python, Gros-Calin.

The python is his sole joy, sole contact with another living being, and continuing source of paradoxical and black humour. A Portuguese immigrant accuses him of sadism and exhibitionism when he shows her the python: he exults when they say he is unnatural as he *thinks* himself "an act against nature." His wooing of Mlle Refus progresses badly: when he invites her to see his python, she insults him, betrays him, by bringing the rest of the statistics office with her.

M. Leenhardt never descends into abject self-pity, or asks more for his reptile-loving statistician than wry, assessing laughter: but with *only* a dull green leather armchair, a pipe, and a pair of sunglasses—they give him "weight"—to help him, he explores with confessional sincerity, the striving for affection, and the desire to impart a little glamour to his wretched life, excelling in the pathos of disappointed expectation.

'Murder Among Friends' at the Comedy

Moira Lister and Tony Britton will appear in *Murder Among Friends*, a new comedy thriller by the American playwright Bob Barry at the Comedy Theatre, S.W.1., from Tuesday February 21. There will be one public preview on Monday February 20.

Murder Among Friends will also star Margaret Courtenay and Dermot Walsh, with Barry Stokes and Robert Swales.

Sir Hugh Greene to be English Stage Company chairman

Sir Hugh Greene is to become the new chairman of the council of the English Stage Company at the Royal Court Theatre. He will join the council immediately, help with its reconstitution and will take over the chairmanship in due course. Sir Hugh was Director General of the BBC from 1960 to 1969.

Georgina Melville and Ken Morley

Leonard Burt

Round House/Radio 3

Mick, Nick & the Maggies

by DOMINIC GILL

John Buller's *Mime of Mick, Nick and the Maggies*, which received its first complete performance at the Round House on Monday and was also broadcast on Radio 3, is a long and ambitious work: a setting (or musical annotation, mirror) nearly one hour long for three soloists, chorus, compere and 13 instruments of a large section of Part II of James Joyce's *Finnegan's Wake* (sometimes referred to as the "Childrens' Night Games").

Buller tells us in a description and analysis of the work published in *Tempo* that one of his "prime motives" in composing the piece was "to absorb much of Joyce's own multi-allusive verbal consciousness together with the musician's own musical consciousness." I am not absolutely clear what he means by this: but whatever he does mean, he presumably intends that Joyce's words (since he chose them, and not random syllables) should play an integral part in the scheme of his composition, and that they should be *perceived* (and not merely heard, since the fullness of *Finnegan's Wake* can never be perceived by the ear alone, but also seen and read).

This presumption was reinforced by the inclusion in our programme of the full text in *nine closely-printed pages* of six-point type. Why then, in the name of all the muses, was the decision made to dim the house lights for the performance so that not a word of the text was legible? Such demi-semi-staging as there was of the piece (credited to Murray Melvin) hardly called for "dramatic" lighting. Programmes were not available outside the auditorium for pre-performance study. My sympathies go out to the composer for the perverse and purposeless conceit (surely not his own) to leave the audience for his piece, literally and metaphorically, in the dark.

The words we heard and understood—during one or two lightly accompanied solos, and in the spoken lines—left us wishing for more. But with so much blank matter rushing by, I could no more discover the worth or force of the piece than I could judge a film blindfold. The music never seemed strong enough, or even continuous enough, to carry the burden of the work alone—a pot-pourri of sequences, each pleasant enough, clever and detailed in its reference: a dark wind-thrumming tread here, an echo of Weill, a high choral keening there, a sudden thrill of electric keyboard and vibes, all emasculated by a lack of essential verbal underpinning, visual-verbal point.

The performance, directed by Elgar Howarth, and ably supported by the solo singing (and reciting) of Jane Manning, Philip Langridge and Michael Rippon, seemed adequate but often less than ideally taut, without zip. Radio listeners, with a *Finnegan's Wake* to hand, may have caught the text and its correspondences more sharply. But for those in the hall, there was more of Joyce in the ten minutes of Berio's deft, delicate, humorous tape-piece *Thema* which began the evening than in the whole of Buller's hour.

Soho Poly

Media Hack

by MICHAEL COVENEY

Steve Grant's lunchtime play speaks with the rootless, flippant voice of the 70s. The scene is a London flat (well designed by Terry Jacobs) where an employee of the Ann Boleyn Steak House, dressed up as Henry VIII, has tied Arabella to a chair and left her to Mahler while he sharpens an axe. Consumed with sexual jealousy, pop-eyed Derek is about to punish his loved one when a couple of distraught terrorists invade the stage for asylum. Their plan to plant a bomb in Regent's Park near the Open Air Theatre has been thwarted by a group of boy scouts from Dollis Hill.

Are they, suggests Arabella, members of the First Folio Liberation Front bent on reprisals for impure interpretation of the Board? They are not, but nor is it the play's business to investigate the nature of political grievances. Cafferty and Malone are a comic pair, rather like the guerilla characters in Bill Morrison's *Flying Blind* presented recently at the Liverpool Everyman. But that was a full-length piece. Over a short distance, Mr. Grant relies on quick laughs and snap confrontation.

The pun of the title reflects Derek's former occupation as a broadcaster, first on hospital radio and later on a commercial station. As the terrorists loathe journalists as much as anyone, an alliance is hastily forged with Arabella, herself smarting with boredom at Derek's weedy life-style. Dressing her guests in costumes for the Steak House Shakespearian tableau, she elopes with them in her Renault leaving Derek with a bomb in his lap and a Harrod's bag on his head. One of the tearaways (Michael Harrigan) reaches Arabella through his devotion to football (although I must say that any Spurs fan who omits the name of Tony Marchi in a litany of the '61 team must be suspect).

Stuart Kerr directs this agreeable nonsense at fine pace and even if Ken Morley and Georgina Melville are not as funny as they should be, the piece will serve as mild mid-day diversion. Berwick Kaler is the other terrorist.

German theatre

Heinrich Heine Revue

by RONALD HOLLOWAY

The literary revue has only one leg to stand on: the pen of a poet, whose adept wit and penchant for delicate twists of satire and irony have enshrined him in the hearts of readers to insure a grain of immortality. Heinrich Heine, German lyric poet and prose-writer, was one of them: the proof for any scoffers is in the *Heinrich Heine Revue*, also titled *Denk' ich an Deutschland . . .* (*When I Think of Germany . . .*), now in its fifth season at the Kammerspiele Dusseldorf and destined for the magic figure of 300 performances in repertory theatre. The "Heine-Revue" also fathered a whole series of literary imitations — thrown-together and resurrected nods to Bertholt Brecht, Walter Mehring, Kurt Tucholsky, Gunther Neumann, and Frederick Hollander—which haven't as yet given any evidence of outlasting the master satirist of them all, a Jewish *emigre* who spent most of his life in Paris.

Heinrich Heine has been reckoned second only to Goethe as Germany's greatest lyric poet; some even claim, rather brashly, that he was the Romantic Poet's equal. He was certainly the last of the Romantics, who achieved a fame before he was 30 with his *Book of Songs* (*Buch der Lieder*, published 1827): the lyrics in this collection have inspired composers up to our own day, and one of them, *Ich weiss nicht, was soll es bedeuten*, about Lorelei and the Rhine, was a favourite of the Nazis—credited to an "Unknown Poet," of course. He practically instituted the *feuilleton* essay, and his autobiographical sketches, like *Ideen. Das Buch le Grand* (1826), provide rich, satirical copy for a dozen revues; in fact, the Volksbuhnes tiny annex Theater im dritten Stock in East Berlin produced complete passages from the book, with Helmut Strassburger in the role of the poet, for Heine's birthday.

The *Heinrich Heine Revue* fits cosily into the intimate 220-seat Kammerspiele Dusseldorf. Peter Thomas, Intendant of the Kammerspiele, signed the late Dieter Buch to direct the revue, a gifted theatre whizz-kid who introduced Peter Handke to German theatre audiences; he garnered his texts principally from Claus Bremer and Rolf Becker's *Dichter unbekannt* collection. Music was composed for the revue by Peter Janssens. The rest was left up to a floating cast of seven song-and-dance plus spoken-word actors, who remain constantly on-stage for the 90-minute show and move in and out of range as an inspiration grabs them.

The scene is a present-day masquerade party, the costumes a boutique mod-show of fashions worn by Chopin, Dumas, and George Sand at their salon gatherings, and the party-games are like to-day's one-upmanship with witty aphorisms—save that the trick is to comment from Heine's writings on the human foibles and pious moralisms of contemporary society. And the fun is that Monsieur H. had something satirical to say about every social class in his abandoned Deutschland, from the stuffy Prussian bourgeois to the atheistic Communist.

After the initial success of the Kammerspiele revue, Gunther Neumann's *Schwarzer Jahrmarkt* had a lengthy run at the Hebbel-Theater in West Berlin. This prompted the larger, subsidised theatres to get in on the kill, but the staging of all the subsequent revues (including Neumann's) has been tainted with the false solemnity of an expansive musical comedy bubbling with nostalgia — remember Brecht? Tucholsky? Hollander? Mehring? The Roarin' Twenties?

Nothing to compare with genuine lyrics interpreting life and passion and politics: none to match the aching heart of Heine, who tried his best but couldn't fit in anywhere. He was the forerunner of the half-and-half *Doppelganger* in modern literature, the homeless poet giving way to the antiheroic individualist and the tragic outsider in the midst of society. Heinrich Heine, buried in Paris and remembered in Germany, is still an outsider: little public tribute to his figure or greatness exists in his homeland—and moral citizens protested recently when the University of Dusseldorf considered borrowing his name.

Young Vic Studio

Seduced

by B. A. YOUNG

The skeleton of Jimi Rand's play is of archaic simplicity: Anne, learning that her husband Calvin is having an affair with the actress Sugar Brown, allows her friend Tony to persuade her that if he pretends to be having an affair with her, her husband will return. There are complications, however. Anne is white (very much an N.W.1. lady) and Calvin is West Indian. Tony is white. Sugar is a black, or anyway golden-brown, Canadian. Sugar is an acute amateur analyst; "You left your wife," she tells Calvin, "because she wasn't into ghetto salvation. I represent the black life you never lived." For Calvin's home, in the uncredited set, looks clinically respectable; and when he telephones his office—where, after all, he is employed in social service with immigrant children—he affects an exaggerated English voice.

It is the racial tug-of-war that gives the play its interest. Initial plotting is slow and not very interesting, though the necessary details are skilfully dropped in. When action begins, when Tony, having plied Anne with whisky, turns pretence into reality, when Calvin *comes* home to find his wife chasing her lover with a bottle in her hand, things become not only funny but moving. The second half of the play is full of brisk movement, and the company is jerked out of the comparative listlessness with which they began.

Jimi Rand plays his own hero with a nice balance between West Indian warmth and adopted restraint; even with Sugar, whom Vikki Richards, grey eyes and long black curls setting off a honey-coloured face, makes a powerfully attractive person, he maintains his minor Civil Servant image, his illusion of respectability. Anna Nicholas, as Anne, suggests that it is she rather than he that has kept their lives united for 13 years; she is a commanding, business-like woman, and it takes tubby hedonist Tony (Andrew McCulloch) most of a bottle of whisky to get her into bed, and even that only after a very funny preliminary encounter on the sofa has come to nothing.

The director is Norman Beaton, assisted by Jamal Ali. The production could have done with another week of rehearsal if the facilities were available; the quiet scenes at the start are somewhat lifeless. Life streams into the play when the two pairs really begin to interact.

The conclusion is interesting. Anne, having cut her wrists at Calvin's threat to leave, suddenly decides to end their relationship—but to keep their house. Calvin, as house-proud as she, insists that the house is his and he is going to stay. Having reallotted the bedrooms and laid down hours for the bathroom, he begins to redecorate the sitting-room. As near as he can, he makes it like Sugar's. Sugar is on a six-month continental tour; but her image, the black life he never lived, will remain.

FINANCIAL TIMES
BRACKEN HOUSE, CANNON STREET, LONDON EC4P 4BY
Telegrams: Finantimo, London PS4. Telex: 886341/2, 883897
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Wednesday February 8 1978

Odd banking figures

THE VERY large rise in the eligible liabilities of the banks—basically their interest-bearing obligations—in a month when a small fall might have been expected is further confirmation that it is very difficult to prevent large foreign inflows from affecting the money supply. This has happened in virtually every country with a strong currency since the dollar began to decline so precipitately, and there is now a clear possibility that it will happen here too. It would take a very sharp fall between now and April to get the figure for the year back within target.

Funding crises

This problem has already been worrying the gilts market, and to-day's figures will further depress its morale. This is only natural, because the market plays a leading role in controlling the money supply, and the figures suggest heavy official selling pressure. Until a new trading level is established, the result is perversely to inflate the money supply further, since the investing institutions tend to withhold their funds and keep them in the banks. The conditions are right, unhappily, for another of the small funding crises which have always punctuated the progress of British monetary control.

However, a pause in funding is hardly a national economic crisis in present conditions. Two years ago any undue rise in liquidity, however temporary, was likely to finance an outflow across the exchanges; the present rise is the result of an inflow in the recent past rather than the cause of an outflow. In addition, the figures certainly exaggerate what is actually happening to the money supply. The banks, for whatever motive—either to finance a rise in loan demand which has not materialised, or to provide against future official action to check the growth of bank lending at source—have been calling in their loans from the discount market and borrowing heavily there. Part of this money is required to back a tranche of their export lending which the Government is no longer ready to refinance. Part is lying idle in swollen reserve assets. The rise in the money supply will certainly be smaller than the banking figures would imply.

Nevertheless, the figures do suggest that a different way of setting targets, and some changes in present methods of enforcing them, would make for smoother monetary growth. Much of the present disquiet is caused by the fact that the monetary target is expressed in terms of growth in the 12 months up to April. This has left all too little time to offset the sudden jump in the money supply which resulted from the enormous foreign inflows in September and October. If it had been possible to use a rolling target, so that the authorities could have responded by setting a rather more modest growth rate for up to a year after that inflow, the recent figures would have appeared in a much more encouraging perspective. This change may well be made when the present financial year is over.

Somewhat excessive

In addition, reliance on the sale of fixed-interest stock still seems somewhat excessive. The introduction of floating-rate bonds has not attracted buying on a scale which would compensate for swings in the demand for traditional stock. Many operators in the gilts market have been calling for tighter control of the banking system itself to reduce reliance on the sale of stock: an alternative might be further innovations in the stocks on offer. Certainly the experience of the last few months suggests that the present system only works really well as long as monetary growth is well below its official ceiling.

The basic assurance that a technical wobble will not derail the whole machine, however, is the Government's continuing commitment to monetary control. This is certainly a political fact. It remains to be seen whether that knowledge will be enough to steady the markets while recent distortions are unwound, or whether the authorities will have to reinforce it with a show of strength.

The Gaullism of Dr. Owen

THE GOVERNMENT'S latest response to critics of its European policy is unlikely to have set their minds at rest. The speech in Brussels by Dr. David Owen, the Foreign Secretary, on Monday night clearly confirms the "neo-Gaullist" attitude towards the Community that has caused such concern in other capitals. The parallels with traditional French thinking are striking: rejection of federalism is coupled with an intrinsic confidence in the superiority of British political and philosophical traditions: British fishermen are equated with French farmers; and Dr. Owen appears to be espousing the idea of confederation in Europe—a concept that has been endorsed by successive French leaders.

Distinctive

Many of the points Dr. Owen makes are fair enough. Few people would deny that the British character is distinctive or that an island nation is likely to have a different perspective from its Continental neighbours. It is valid to draw attention to this in the context of the argument over fisheries policy, in which the Community's two island members, Britain and Ireland, have quite different interests from the other countries—interests which they are perfectly entitled to defend. It is perhaps understandable that the Foreign Secretary should once again draw attention to the conflict between "Anglo-Saxon pragmatism" and "Napoleonic philosophy"—though other speakers might more sensibly have chosen to highlight cultural similarities.

Equally, Dr. Owen's general views on the prospect of the Community's enlargement are entirely respectable. His line, which is to accept the political necessity of Greek, Portuguese, and Spanish entry, while stressing the enormous difficulties involved, is identical to that of the European Commission and close to the public positions of most other member states. He is also entitled to his own views on federalism, which he is no doubt correct to describe as a goal that is regarded by most British people as unrealistic, if not mythical. What he has not done is to give a clear indication as to what further steps towards greater unity the Government would be prepared to accept—if any.

The other EEC countries are not, as Dr. Owen suggests, ready for fully fledged U.S.-style federalism in the foreseeable future. But they do want to develop and strengthen the Community, and they are bound to find Dr. Owen's attitude depressingly negative. It is not just what he says, it is the way he says it. Dr. Owen has a tendency to be patronising to those who do not share his approach dismissing supporters of the Community's original ideals as "purists," and peppering his speech with scathing references to cant, dogma, theology and "rigid, predetermined views." To Dr. Owen "communautaire" seems to be a dirty word.

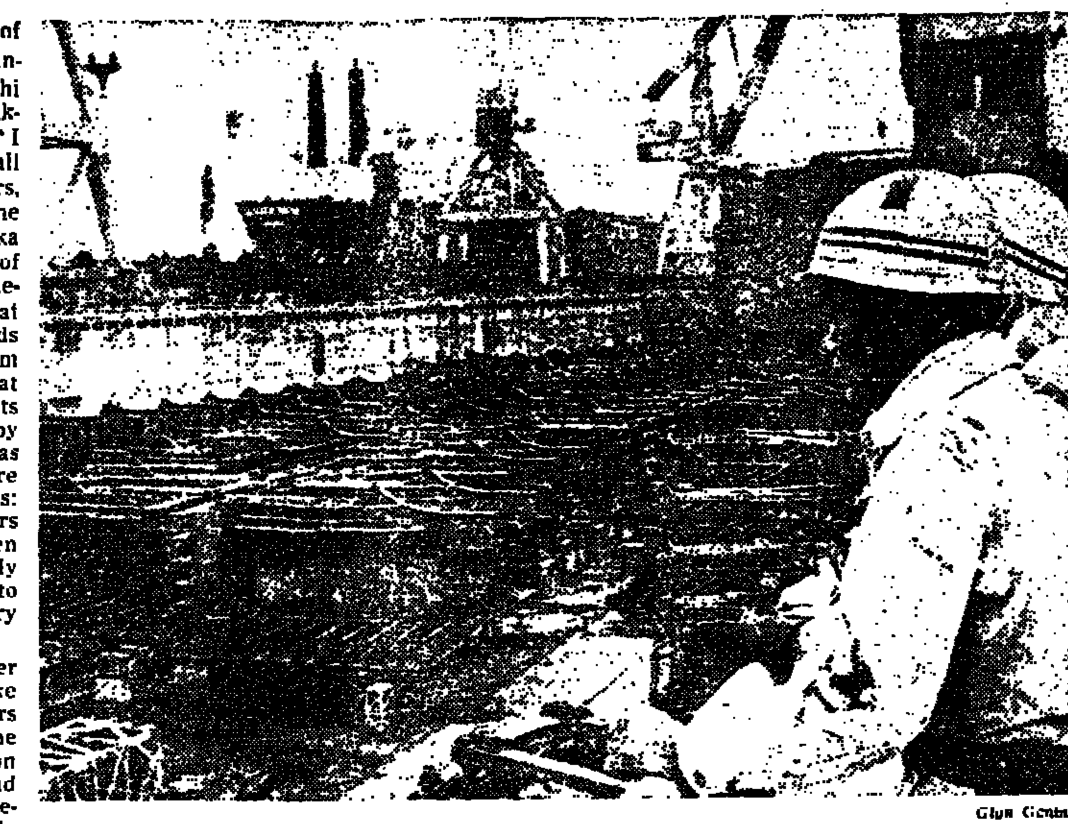
Coming so soon after the row between Mr. John Silkin, the Minister of Agriculture, and his partners over the green pound, Dr. Owen's remarks are likely to confirm suspicions in other capitals that the U.K.'s sole aim in the Community is to secure its own ends. That would be a pity. Britain, like any other member, is entitled to fight strongly for its national interests. In the long run however, a persistently aggressive approach can only be counterproductive. Nor is it likely to give the British public a fair picture of what the Community is all about.

Commission

Britain, Dr. Owen says, has a contribution to make. But the most notable omission in his speech is any positive proposal for future action. He says the role of the Commission should be adapted to cope with enlargement, but does not explain how—other than proposing in passing that the number of Commissioners should be reduced. He stresses the urgent problems of enlargement and calls for agreement on how to tackle them by the end of the year. But he has no solutions to offer. His speech may have reassured his Labour Party audience; it is likely to have had the opposite effect elsewhere.

Japanese shipbuilders: keeping the wolf from the door

BY DOUGLAS RAMSEY, in Tokyo



Glyn Genin

THE CAPTAINS of Japan's shipbuilding industry at Mitsubishi Heavy Industries, are thinking the unthinkable: "I do not think that we shall have to dismiss any workers, but it depends on how bad the situation becomes," Mr. Yutaka Anki, vice-general manager of Mitsubishi's ship export department, admits. Manpower at the five Mitsubishi shipyards has already been pared from 22,500 to around 18,500 at present. The company expects to cut another 2,000 jobs by March 1979. So far, face has been saved in a country where saving face counts in business: no dismissals, and the transfers to other companies have been done within the group, notably from the Nagasaki shipyards to Mitsubishi Motors' car factory at Nagasaki.

Mitsubishi's last supertanker was completed in April. Like all the big shipbuilders Mitsubishi has to adapt to the vacuum caused by the cessation of orders for ultra-large and very large crude carriers. Redundancies have already occurred at many smaller shipyards in Japan. Last month, Mr. Hisashi Shinto spoke for the 23 major shipbuilding concerns grouped in the Shipbuilders' Association of Japan (SAJ) when he recommended (in theory) widespread scrapping of between 50 per cent. and 60 per cent. of installed capacity. What escaped the attention of many commentators was the fact that Mr. Shinto does not speak for the 100 or more members of the small and medium-size shipyards association whose chairman is Mr. Ryoichi Tazawa of Tohoko Dock. Together the smaller yards account for 3m. gross tons of Japan's total 19m. gross tons annual capacity to build new ships. Some of them, like some yards belonging to the big industrial combines, are threatened with extinction.

The damage done by declining ship orders, especially on the domestic market, has already hit the smaller yards with full force. The records of private credit agencies show that during 1977 12 shipyard companies went bankrupt. Some 4,000 employees will have been thrown out of work by the bankruptcies—and many more if the domino impact on the main supplying companies is calculated. The worst failure of the year came in December with the liquidation of Hashihama Shipbuilding. It served as a reminder to all shipyards, big and small, that the industry is in deeper trouble than Governments or managements realise.

The smaller yards understandably are angry with the Government. Unlike industries which come under the auspices of the Ministry for International Trade and Industry (MITI), shipbuilders are beholden to the much less powerful Ministry of Transport (MOT). So far MOT has not managed to get approval for considering shipbuilding as one of the industries going through structural recession: instead subsidies are being funnelled into the textile, steel, aluminium, and other industries protected by MITI. Things may now change: MOT is pushing hard for the inclusion of shipyards on the list of eligible industries under a new Bill going through the Diet to provide relief to hard-hit sectors. According to Mr. Muneto Shashiki, doyen of shipbuilding officials in MOT, the sum of relief money for the entire industry might be as small as Y10bn. ($40m.)—a pittance against the bills of big shipbuilders but a sizeable sum to a few smaller yards.

The yards represented by the SAJ have put very specific proposals to the Government which go far beyond the recession relief already under consideration. The main points, according to Mr. Shinto would require Government support for:

1. Scrapping Japanese-owned vessels older than 15 years to create Y200bn. in new demand for vessels at home;

2. increased purchase of ocean vessels by the armed forces;

3. the extension of supplier credits to ship exports denominated in dollars (whereas present lending by the Eximbank is restricted to yen contracts which puts all the exchange risks on the shipyard); and

4. as subsidies for scrapping unused facilities.

The most important demand outlined by Mr. Shinto is the one for dollar credits from Eximbank. Policy in Tokyo has been to charge for ship exports in yen—a policy that has cost the shipyards about 25 per cent. of their price advantage over foreign builders. Some shipyards do conclude dollar contracts, but not when deferred payment is involved. Despite attempts to denominate some contracts half in dollars, half in yen, little headway has been made: between April and December, according to the Japan Ship Exporters' Association (JSEA), 87 per cent. of contracts were written in yen and 13 per cent. in foreign currency (usually dollars). The dollar would immediately become the favourite currency if Eximbank credits became available to finance dollar contracts.

The first response, according to officials in the industry has been cool indeed. Tokyo is afraid that such a move might be interpreted as an attempt to undercut European and other shipbuilders by having the Japanese Government run the exchange risks. Still, Eximbank lending plus domestic measures might be forthcoming if the Government became convinced that shipbuilders are ready to scrap excess capacity rather than merely to freeze it until world conditions get better. The state of the industry will be discussed at a session of the shipping and shipbuilding rationalisation council in March, and by then both sides will have a clearer picture of how much each will give in return for the other's concessions.

One of the hardest tasks before the council will be to act fairly towards small and big shipbuilders alike. The big yards go into talks with several trump cards. All have already embarked on plans to reduce the weight of shipbuilding in their activities (at Mitsubishi Heavy Industries, ships are only 20 per cent. of turnover now). The big companies also have the technology to go into non-ship vessels: companies like IHI, Kawasaki, and Hitachi are pioneering the construction of floating hotels, paper-pulp plants, water desalination factories, barges, derricks, and assorted other floating factories.

The big companies with their supertanker drydocks face heavy losses in 1978 and the bankruptcy of some smaller yards is a reminder that the recession in the world ship market has cut deeply in Japan. The Ministry of Transport forecast new building in fiscal 1977 of 6.5m. gross tons, but between April and December only about 2.6m. had been laid. Moreover, the target for new orders in the 12 months to March has been 5m. gross tons, but at end-December stood at only 2m. tons with only a faint prospect of reaching the half-way mark in March.

The arithmetic of Japan's ailing ship industry is not complicated: statistics for 1977 are testimony enough.

● **NEW LAUNCHINGS:** At the seven "major" shipbuilders, launchings were down 37.9 per cent. by tonnage for 294 vessels aggregating 5.7m. gross tons. The decline in 1975 was 6 per cent., and 27 per cent. in 1976, and the slowdown of domestic launchings was greater than those for export.

● **COMPLETIONS:** 265 vessels for a total 7m. gross tons were completed in 1977, 33.7 per cent. fewer than a year earlier. Of the total, 243 vessels were exported.

● **EXPORT ORDERS:** New orders fell 40 per cent. to 3.5m. gross tons, according to the Japan Ship Exporters' Association (JSEA). As a result, the export order book at end-December stood at 9m. gross tons for 493 vessels valued at Yen1,816bn. ($7.5bn.). That compares with total annual capacity of 19m. gross tons.

● **CANCELLATIONS:** There has been a steady tide of ship cancellations, especially from Greek owners who could not negotiate revised contracts to avert foreign exchange losses since the sharp rise of the yen. In December, export orders for 15 new ships worth yen 44bn. were to a great extent nullified by the cancellation of 11 ships worth yen 30bn.

● **UTILISATION OF CAPACITIES:** According to the SAJ at its 23 member companies' shipyards this has fallen steadily since the recession in the world shipbuilding market set in. From a peak in 1974, capacity utilisation fell to 85 per cent. in 1975, 75 per cent. in 1976, and an estimated 57 per cent. for fiscal 1977 (to end-February). Officials reckon on the basis of existing contracts that in fiscal 1978 the operating rate will drop to 27.5 per cent. Smaller yards, on their present order books, may fare worse and the top seven shipbuilders uniformly reckon they will do better.

● **JOBS:** Employment at SAJ yards has dropped steeply since 1974 when the big companies counted some 130,000 employees and had subcontracted labour working in the shipyards. At present the SAJ estimates that some 90,000 jobs remain, and that the figure could drop to well below 75,000 in the coming year. Dismissals are unheard of except by companies that simultaneously go bankrupt (and by subcontracting firms which supply up to 25 per cent. of the labour needs in some shipyards).

For the most part, shipbuilding companies reduce their payrolls by natural attrition. At Sasebo Heavy Industries, management has speeded up the process by offering lump sums as early retirement benefits to 1,600 workers. So far, 1,000 have accepted the terms, and the company has begun negotiations with its bankers to borrow $20m. to pay them off. Nippon Kokan also offered similar benefits but is also considering a move to bring forward compulsory retirement age from 58 to 55.

In 1978 most builders expect to hold the wages line, but some are ready to ask their workers to take a temporary pay cut. At Sasebo, the request has already been turned down. At Hayashikane Shipbuilding, a smaller yard employing 2,400, workers have accepted a pay cut of at least 10 per cent.

Rather than sack employees, big shipyards try to hive them off to subsidiary or affiliated companies. Nippon Kokan has transferred 100 shipyard workers to its bigger steel division, and is planning to farm out another 300 employees to affiliates. Kawasaki Heavy Industries got Isuzu, the car company, to take on 200 redundant men, and will transfer another 300. Mitsubishi has kept its transfers inside the group. So has Mitsui Shipbuilding.

Shipyards have not been taking on new employees for the past 18 months: the exception has been skilled labour and managers to work on new types of ocean-going vessels (including the floating factories).

Despite present efforts to cut manpower costs at most yards, the industry is desperately overmanned. Shinto of SAJ reckons that 25,000 jobs may have to be dropped between now and early 1979. Kawasaki has announced plans to cut out a further 2,000 to 2,500 jobs. Mitsubishi may be overstaffed by 5,000, but only plans to cut 2,000 in the next 12 months. Sasebo will immediately eliminate 1,600 jobs but that is only a start. Hitachi and Ihi each expect to pare payrolls by at least 1,000 jobs. All in all, the day is not far off when shipyard manpower will be less than half of what it was in 1974 at the big yards, and considerably less at the 100-odd smaller yards. The question remains whether Japanese companies which made the mistake of going too rapidly into building supertankers will now be willing to write off some of the huge docks built, it seems, only yesterday.

JAPAN'S TOP SEVEN SHIPBUILDERS

(Classed by tonnage launchings in 1977)

	No. of vessels	Gross tonnage	% tonnage change on 1976
Mitsubishi Heavy Industries	81	1.4m.	−50
Hitachi Shipbuilding	31	1.2m.	− 4
Ishikawagima-Harima Heavy Industries	62	1.1m.	−38.5
Mitsui Shipbuilding	34	0.62m.	−36
Nippon Kokan	29	0.52m.	−49.5
Kawasaki Heavy Industries	17	0.47m.	−50
Sumitomo Heavy Industries	15	0.38m.	−33

Source: Shipbuilders' Association of Japan

MEN AND MATTERS

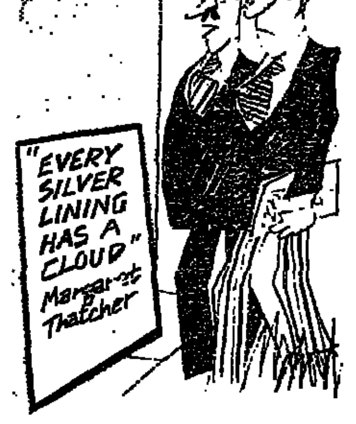
Centre Court style in the City

In spite of all her recent lessons in public speaking, Margaret Thatcher was rather nervous yesterday about the prospect of addressing over 200 international bankers in what host, Orion Bank chairman David Montagu, rather disparagingly described as the "cafeteria" of Plasterers Hall.

She need not have worried. It all came over loud, and clear and slowly: the message in praise of liberal economics and the virtues of capitalism sounded like sweet music in the ears of the bankers I spoke to afterwards.

Nevertheless it was a fairly unnerving experience. "It reminded me of tennis at Wimbledon." Mrs. Thatcher confided to me afterwards and explained how she felt obliged to swivel to face first one side of her facing audience and then the other. I can imagine how she felt. The sombre-suited, all-male audience hardly moved a muscle throughout her speech, although they clapped her soundly enough at the end. Most impassive of all was Walter Seipp, chief of the Westdeutsche Landesbank Girozentrale foreign department after the post-Poullain re-shuffle; he sat on her right. But Seipp was full of praise for her emphasis on greater incentives to stimulate private enterprise and approved her comments about the iniquity of pressing virtuous nations like Germany and Japan to engage in inflationary policies just to bail out the sinners.

Even two gentlemen from the Bank of India found nothing to object to in her economic analysis. But when I asked whether her appeal for a resurgence of national confidence was not perhaps part and parcel of her approach to national identity in other fields, they just smiled ambiguously and said "perhaps."



"And so, apparently, has every Silver Shadow!"

. . . and a replay

After her sortie into the City, the Tory leader will soon show her resolve to keep the common touch by repeating that much-publicised goodwill stroll among the East Enders. Her guide once again will be Monty Modlyn, professional cockney and jack-of-all media. He told me yesterday that Mrs. Thatcher has suggested: "Let's do it again." Modlyn declares himself "only too honoured." Although he declares himself entirely non-political, Modlyn talks about Mrs. Thatcher in terms close to idolatry. He says that after their last jaunt she remarked: "You'd do the same for Mr. Callaghan, wouldn't you?" Well, would you, I asked? "He seems more interested in India these days," replied Modlyn. Hard words from a man who was once a Labour councillor in Bow.

Sinking funds

I was intrigued to see a slight "slip of the mind" revealed by the press department of British Rail Sealink in Glasgow. It issued two almost identical notices in as many days about its intention to bring the 2,800-ton Darnia on to the Stranraer-Larne ferry route. The first announcement suggested that Sealink had "acquired" the vessel.

But this word was dropped for the second release, which like the first, explained that the British Rail shipping line was chartering the Darnia from shipowners James Fisher. When I yesterday asked the press office to explain, it took cover behind the favourite old formula of "purely an internal, administrative hiccup." But there was at least at the subconscious level, a reason for it. British Rail had in fact sought permission to buy the Darnia for a sum believed to be in the region of £7.5m. last year; when this news was carried to William Rodgers, Transport Secretary, and Gerald Kaufman, Industry Minister responsible for shipbuilding, they were less than delighted.

The reason, as explained to a subsequent Cabinet committee, was that the dear old Darnia had been built in Austria and fitted out in Constanza, Romania. Not so good, even if she were a bargain, when Kaufman is busily appealing to the patriotism of British shipowners in the private sector to put their orders into domestic yards.

Sealink protested that it needed the ship quickly, off the peg, and explained that to charter the same vessel would cost at least £200,000 a year more than to buy it. But with purchase out of the question, that is exactly the course it took. Whitehall challenges the £200,000 figure, but agrees its decision has put Sealink out of pocket. All in the good cause of propping up British shipbuilding, I suppose. But will British Rail just grin and bear it—or will they now seek an increase in their own subsidy to cover it?

Black victim

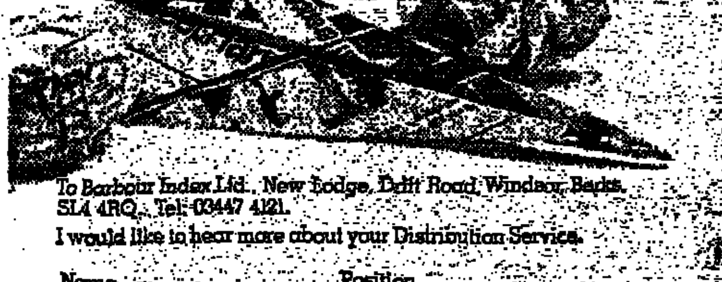
This week, Tanzania is freeing more than 7,000 political prisoners, in an amnesty to mark the first aniversary of the funding of the ruling Revolutionary Party. But one man about whose fate there is silence is Andreas Shipanga, a political leader from Namibia (South West Africa). He has been held without trial in a remote Tanzanian jail, following conflict within the Swapo nationalist movement two years ago. Shipanga was arrested in Zambia, then flown secretly to Tanzania when habeus corpus proceedings were started.

Last April, my colleague Joe Rogaly wrote about Shipanga's case and suggested that Dr. David Owen should intercede with President Julius Nyerere. I gather that this later happened, but no clear reply was received. Shipanga's wife, Esme, sits and waits for news in Notting Hill Gate, London. She said last night: "I fear that if the amnesty were to have included by husband, I would have heard by now."

Swallow this

Man destined to succeed: down in Devon, one of the sales representatives for Beechams is called Fred Pill.

Observer



The private investor grows in wisdom

Y ADRIENNE GLEESON

E UPON a time the tangible s of the people of Britain isted all but entirely of land, their buildings, their als and their personal essions. That was certainly case when the Domesday ay was made, the best part millennium ago, in AD The latest version of that masterpiece of the statisti- s art, the evidence sub- d by the Central Statistical e to the Royal Commission he Distribution of Income Wealth, shows that for all sophistication of the finan- forms we have developed , the underlying pattern very much the same. But is after two decades of dramatic change.

producing Personal Sector ace Sheets* in something of rry at the specific request e Royal Commission, the has, and freely admits it, to have recourse in some cts to rough and ready s of calculation: and its ates may therefore be sub- to correction. They form, theless, the most authorita- and up to-date guide we to the assets and liabilities e personal sector—defined ouseholds plus non-profit ng bodies such as churches, ties and universities—in in to-day.

e figures are certainly a ct improvement on the ates produced last mber by the Royal Commis- itself in its Third Report the Standing Reference nd. No. 6999), which were ly based on projections of done at the Department of ied Economics (DAE) at oridge in the early 1960s. CSO aimed to produce detailed figures for the state of play at end-December, 1975; discovered in the process that it was relatively easy to update them to end-December, 1976; and subsequently worked backwards to link up with the last figures produced by the Cambridge economists in 1966. So the evidence provides us with a detailed picture of the aggregate assets and liabilities of households and non-profit making organisations at end-1976; a reasonable guide to movements in those assets and liabilities since 1966—see the table; and a rather rougher indication of how the pattern has changed since the DAE started turning out figures in 1957.

Assumptions

That dwellings should form by far the largest single element in personal wealth is no cause for surprise: taxation policy militates in favour of the owner-occupier. But the CSO's evidence on the disposition of that share of personal wealth that is not tied up in housing is likely to knock a few cherished assumptions on the head. Notably there is the fact that, at end-1976 prices, the value of the personal sector's direct investment in financial assets quoted on the Stock Exchange was, at just over £26.5bn. (excluding the amount held by non-profit-making bodies), only marginally ahead of the £26.1bn. invested in building society shares and deposits.

Indirect investment, through life assurance and pension funds, was at £37.05bn., by far the biggest single element in the personal sector's total financial assets of £146.89bn. (again excluding non-profit-making organisations) at end-1976. But any attempt to infer from that that the direction of the personal sector's financial investments is being taken over by the institutions would not be justified—at least, not yet. The personal sector's holdings of financial assets through clearing banks, savings banks and other deposit-taking institutions was, at the same date, of an order of magnitude very little less, at almost £32bn. With the money invested in building societies, then, some £58bn., or almost 40 per cent., of the personal sector's financial assets was held in liquid or near liquid assets.

How desirable that was at a time when inflation was well into double figures is of course open to question. But the figures which the CSO has assembled indicate that the personal sector in the aggregate is somewhat short of wisdom when it comes to disposing of its wealth. The end-1976 figures show, for example, that as against £8.52bn. held in current account in the clearing banks, some £11.52bn. was held on term deposits: and even where those term deposits were at market related rates, they cannot have been generating anything better than a negative return.

The longer-term figures, however, indicate that if aggregate financial wisdom was at the end of 1976 still short of what it might have been, it had been increasing during the preceding decade. Figures covering the period from 1966 reveal a very big swing in emphasis away from investment in financial assets towards investment in their physical counterparts—land and dwellings, vehicles, plant and consumer durables. Whereas in 1966 physical assets of £56.4bn. compared with financial assets of £70.2bn., by the end of 1976 the figures were £220.6bn. and £146.9bn. respectively.

To some extent those figures are open to misinterpretation. The value of marketable securities, in particular, fluctuate with the state of the markets on which they are quoted. The opening year of this series, 1966, was not a good one for equities. Overall, however, the amount of wealth held in financial assets has shown an inexorable decline which not even the bull market of 1972 could reverse. As the CSO itself has pointed out, to some degree that decline can be directly traced to the effects of inflation. Quite apart from the question of whether people have been putting money into—or taking money out of—financial assets, inflation means that the relative value of those assets which are denominated in money terms will have been falling. The price of physical assets, in contrast, has been rising to reflect the fall in the value of money.

Longer term the swing away from financial assets to physical assets is more dramatic still. Figures compiled by the DAE prior to 1966, and those assembled by the CSO subsequently, are not completely comparable: the crossover year of 1966, for example, produced quite sizeable differences in the value of dwellings, because while both series estimate that value by capitalising the rateable value statistics, the later series uses more up to date rateable values. In very general terms, however, while physical assets formed 34.6 per cent. of the gross assets of British households in 1957, by 1975 that proportion had risen to 58.4 per cent. Equity in life assurance and superannuation funds, surprisingly, dipped slightly over the same period, from 11.1 per cent. of gross assets to 10 per cent.; but the really dramatic decline was in the proportion of wealth held by individuals in stocks and shares: down from 24.6 per cent. to 11.5 per cent.

That does not necessarily reflect disillusionment with the Stock Exchange pure and simple, though the figures indicate that disinvestment was quite dramatically hastened in the three-year period from 1972. Over the longer term such disinvestment also reflects redistributive taxation policies, since Stock Exchange investment is, for obvious reasons, a disposition of wealth to which the very rich are more prone than those of more modest affluence. That conclusion is also borne out by the extraordinary growth in the proportion of assets held in building society shares and deposits. Although there is no complete breakdown of personal sector balances for the period back to 1957, the CSO statistics covering the period since 1966 indicate that, at a time when financial balances of households have barely doubled in absolute terms, building society investments have more than quadrupled. Loans for house purchase have over the same period grown from £7.3bn. to £28bn.

With their tax concessions and their ability to pay long-term rates for what are technically short-term deposits—though the average life of a building society investment can still be measured in years rather than months—the building societies have for some time now been the best of the alternatives open to those who, for lack of capital or lack of confidence, prefer not to risk their money for the sake of hypothetical capital growth. Whatever its genesis has been—redistribution of wealth, the effects of inflation on real returns, or simply the financial scares and financial scandals of the opening years of this decade—the flight from risk is a development which rightly has industry, the Government and the City somewhat alarmed.

With the building societies themselves putting such of their money which does not go into buildings very largely into short-dated Government stock, the story of the personal sector's use of its assets over the past 20 years has been one of a return to the traditional touchstones of wealth. Whereas a mere ten years ago less than 39 per cent. of personal net assets were put into property and Government stock, by the end of 1976 over 52 per cent. was directly invested in land and Government funds.

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*Evidence submitted to the Royal Commission on the Distribution of Income and Wealth by the Central Statistical Office.

YEAR-BY-YEAR BALANCE SHEET OF THE PERSONAL SECTOR*

Holdings at December 31 in £bn.

	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975†	1976†
PHYSICAL ASSETS											
Stocks and work in progress	2.0	2.1	2.3	2.4	2.6	2.9	3.3	4.0	4.7	5.4	6.2
Vehicles, plant and machinery	1.5	1.6	1.6	1.8	2.0	2.2	2.5	2.8	3.7	4.8	5.9
Dwellings	35.0	38.1	42.3	45.6	49.9	58.8	81.9	110.5	113.4	125.3	149.8
Other developed land and buildings	1.9	2.1	2.3	2.5	2.7	3.4	4.1	6.0	6.3	6.0	6.8
Agricultural and other land	4.6	4.5	4.8	5.0	4.6	4.5	5.3	13.0	13.6	9.6	9.2
Consumer durable goods	11.4	12.3	13.4	14.5	16.1	18.0	20.8	25.0	30.6	36.5	42.6
Total physical assets	56.4	60.6	66.6	71.8	77.9	89.7	117.9	161.4	172.4	187.6	220.6
FINANCIAL ASSETS											
Notes and coin	2.2	2.3	2.3	2.5	2.7	2.9	3.3	3.6	4.2	4.9	5.5
Bank deposits	7.3	8.0	8.7	9.0	9.8	10.7	12.5	15.9	18.8	18.8	20.0
National savings	8.1	8.3	8.3	8.2	8.3	9.0	9.8	10.0	10.1	10.7	11.6
Building society shares and deposits	5.8	6.9	7.7	8.6	10.1	12.0	14.2	16.3	18.4	22.5	26.1
Other short term assets	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.4	0.4	0.3
British Government securities	3.4	3.4	3.0	3.0	2.5	4.1	3.3	3.6	2.5	5.4	7.0
Listed U.K. debenture and preference shares	1.0	1.2	1.2	1.2	1.4	2.7	2.7	1.9	0.9	1.3	1.4
Listed U.K. ordinary shares	12.8	16.8	23.1	19.4	17.7	24.9	29.7	18.7	7.3	17.0	15.5
Unlisted U.K. company securities	5.1	5.3	5.2	4.8	4.8	4.9	6.6	6.8	5.7	7.1	7.3
Unit trust units	0.5	0.8	1.3	1.2	1.1	1.6	2.2	1.5	0.9	1.7	1.7
Overseas and miscellaneous other assets	2.3	2.4	2.1	2.3	2.3	2.3	2.7	2.6	2.7	2.9	3.4
Local authority debt	1.9	1.9	2.0	2.1	2.0	1.8	1.6	1.5	2.0	2.2	2.1
Trade and other debtors and accruals	4.6	4.4	4.3	4.2	4.3	4.6	4.5	5.2	6.2	7.0	7.9
Equity in life assurance and pension funds	14.6	16.2	18.1	18.8	20.4	24.3	28.1	28.1	25.2	32.2	37.1
Total financial assets	70.2	78.5	87.9	85.9	88.0	106.4	121.8	116.3	105.3	133.9	146.9
LIABILITIES											
Bank loans and advances	1.5	1.6	1.6	1.5	1.8	2.3	4.8	5.8	5.9	5.7	6.2
Loans for house purchase	7.3	8.3	9.2	10.0	11.2	13.0	15.7	18.5	20.7	24.3	28.0
Hire purchase and other loans	2.1	2.2	2.2	2.3	2.4	2.6	3.0	3.4	3.5	3.3	3.6
Trade and other creditors and accruals	3.4	3.4	3.4	3.4	3.5	3.4	3.5	3.8	3.9	4.1	4.4
Total liabilities	14.3	15.5	16.4	17.2	18.9	21.3	27.0	31.5	34.0	37.5	42.2
NET WEALTH	112.3	123.6	138.1	140.5	147.0	174.8	212.7	246.2	243.7	284.0	325.3

* Assets and liabilities of non-profit-making bodies excluded. † Total assets, liabilities and net wealth in 1975 and 1976 rounded, and may not equal sum of their components as shown.

Letters to the Editor

usiness irports

: Mr. R. Downs.

—As operators of a U.K. tered aircraft, we were fied to read the latest rnment suggestions for a less users airfield at Biggin

is airfield operates reason- satisfactorily at the moment home of many flying clubs also provides limited ms facilities, all at a very nable charge.

w it is proposed that it is over by British Airports ority which no doubt will quickly treat this airfield as s others under its command very quickly frighten off te flying with incredibly landing fees, parking ges, etc.

addition to this, although n Hill is well placed for on, it is not an ideal situa- because of its height above level; approaches are often ssible to make due to poor ility, etc.

though Northolt is men- d in the suggestions, pos- due to the power of the , it has not been put forward major business airfield in London area.

rtholt is ideally situated as t class landing system, it has ty of parking area and with or no extra expense could me the No. 1 business air- for London. It is compara- y near to Heathrow and also Central line railway passes g one side of the airfield.

lmittedly the airfield can be at the moment, but for perverse reason, Customs ities are not normally offered rivate aircraft but only to RAF's own personnel.

. Downs.
ga Consultants.
New Street,
Peter Port,
rnsey, Channel Islands.

ransport trategy

n the Secretary-Treasurer, ish Transport Officers' Guild.

r.—I looked in vain among details of the Airport Policy te Paper (February 2) for e indication that the ques- of the future of Britain's orts had been considered in context of a wider transport tegy.

is most unfortunate, in the ion of my union, that future passenger trends have been ssed without any indication what they might be if a nnel Tunnel were built. The tence of a physical link veen Britain and the Con- nt could well have a signifi- effect on some of the air- s mentioned as requiring elopment over the next ide or so.

ne findings of the Leitch Com- ee on roads seem much e realistic than do those of new White Paper with regard irport policy.

. Rogers,
m 307, West Side Offices,
g's Cross Station, N.1.

ebate on nergers

m doctors Geoff and Meeks.

ir.—We would like to take three points from Nicholas ey's letter on merger policy bruary 1). But it might first worth remarking again—what perhaps reassure Mr. Stacey at neither the book appointing Marriage, the proposed policy change is concerned with the smaller, unquoted companies with which he chiefly deals in his professional life.

The first main point on which we differ with Mr. Stacey concerns profitability. We are not, as he suggests, saying that "merged companies tend to be less profitable" in absolute terms: our conclusions on profitability are relative, to the performance of other firms in the amalgamation's industry and to pre-merger profitability.

The second point at issue is increased Government scrutiny of prospective mergers. We argue for this not because civil servants are necessarily held to be more competent or far-sighted than industrialists (and so able, as Mr. Stacey puts it, to "save them from their follies"), but rather because they represent different interests. There are reasons to suppose that managers may stand to gain from expansion in itself even if profitability suffers: and furthermore—if our arguments on competition are accepted—even were a firm to improve profitability through merger, the consumer might have to foot the bill.

The third issue is merger's effect on competition. Here we have several differences with Mr. Stacey. It seems to us that, as a matter of definition, the disappearance of an independent seller from a market will, other things equal, diminish competition. This is not the same thing as claiming that competition is always sure to be weaker after merger: other things may not be equal.

Now, as Mr. Stacey hints, foreign competition could have been increasing at the time of merger. But the significance for merger policy of this particular change in "other things" can be disputed.

In the first place, some would contend that, in present-day Britain, both domestic and foreign competition are to be encouraged—the more competition the merrier. Secondly, is there good reason to suppose that foreign competition can act as a universal substitute for competition among home producers? Surely in practice there are some industries on which competition from abroad can barely impinge—for instance, those where transport costs are high. Third, may not the spur from foreign competition be bought at a very high price? To recommend relying on foreign competition in preference to maintaining competition at home is to neglect the cost for Britain involved in a loss of sales to firms overseas—a loss to the home economy which may well be compounded when, as all too often happens, the ensuing balance of payments deficit prompts a government deflation of the economy to restore external balance.

Gay Meeks,
Geoff Meeks,
Department of Applied Economics,
University of Cambridge.
Sidgwick Avenue, Cambridge.

Unity for Cyprus

From Mr. D. Watkins, MP.

Sir,—The illuminating report by your correspondent in Cyprus, February 2, highlights the urgent need for a settlement in Cyprus which will once again allow the island to function as a single entity rather than as two separate units, as at present.

Prior to the Turkish invasion in 1974, the area now dominated by the Turkish Army produced some 70 per cent. of the gross national product, which was largely earned from the Greek Cypriot community tourist hotels, from the citrus groves, from a considerable part of the industry and the tobacco growing areas. Now, under Turkish administration, as your correspondent reports, the northern area is slowly dying and decaying. The Greek Cypriots have developed the 60 per cent. of the island which they control and which accounted for only 30 per cent. of the GNP before the war, to the point where they have now passed the total pre-war GNP for the island.

These facts show the importance of an early settlement of the Cyprus problem. The lot of the Turkish Cypriots who were treated as second-class citizens before the war has worsened, now that they are being treated as second-class citizens under Turkish occupation, in an area which contained 70 per cent. of the natural wealth of the island.

While partition continues, Turkish Cypriot standards of living are sinking lower while Greek Cypriot standards continue to rise. Both communities need each other and both have learned something over the past three to four years. A divided island can never reach its full potential and prosper as an independent State. Together the whole economy can develop to the benefit of both communities.

D. Watkins.
House of Commons, S.W.1.

Towing an oil rig

From Mrs. E. Young.

Sir,—"Insurers face big loss on rig," you report (February 4). But is it not perfectly crazy to try to tow such an object as a 250-ft. high, jack-up oil-rig like Orion through the Channel during this kind of weather: risking not only several million pounds worth of hardware, but some 30 or more lives? Don't insurers demand some kind of common sense from their clients? And if not, given the risks that can now be taken at sea, should they not be required to?

Elizabeth Young.
180 Bayswater Road, W.2.

Machine tools on show

From the Chairman, Association of European Machine Tool Merchants.

Sir,—I am writing as chairman of the Association of European Machine Tool Merchants regarding your Industrial Editor's article of January 30.

The article concerned the considerable problems of Alfred Herbert, the state owned machine tool company. From this report I gather that it is intending to seek a further injection of moneys from the National Enterprise Board.

I would like to suggest that some of the cash flow problems would be solved if it used the purchasing power of members of our association—many of whom, given the right terms on Herbert's standard machines, would offer stocking facilities to the company.

Our members have showrooms throughout the U.K., with sales technical staff ready and available. Herbert does not have this advantage. Its machine tool group is situated in the Coventry area. This is the only place where a permanent display of its machines can be seen. Such an arrangement is fine if you operate in that area, but it is highly inconvenient if one's factory is in, say, Bristol. Often pressure of work will preclude a possible customer from travelling long distances, and so instead, for convenience sake, the customer will visit his local machine tool stockists, and purchase another make simply because it is there, at the right time and right place.

May I ask Herbert to seriously consider this suggestion. I feel sure the facilities our members could offer them would go certainly some way to increase its sales, and subsequently its cash flow.

Glen Urquhart.
c/o 371-373a Earlsfield Road,
Earlsfield, S.W 18.

Aerogenerator design

From Mr. J. Shapiro.

Sir,—In the article of January 26 under the title "Pitfalls for the energy planners," the main pictorial feature is a comparison of windmills. It does not acknowledge, however, that the sketch of a large horizontal-axis windmill is based on an ETSU/Servotec aerogenerator design.

In fact, the whole reasoning behind this design is that it is not a particularly large nor a sophisticated design. We are emphasising the two points that (a) development steps should be moderate and (b) economy of scale is extremely questionable in windmill plants beyond 45m or 50m diameter. A less ambitious scale and technology has many other advantages, including a dramatically reduced development cost.

Our philosophy is basically on the same lines as the article and touches on one of the major issues of technology and economic strategy. I would however, welcome a clearer distinction between the two separate issues of scaling up in innovation and defining the correct scale in operation. These two problems are only occasionally interlinked.

Incidentally, it is incorrect that no European windmill has survived for long. The Gedser windmill (24m diameter) in Denmark has survived for decades.

J. S. Shapiro,
Servotec Ltd.
South Block,
Redhill Aerodrome, Surrey.

Management lack of realism

From Dr. F. Heller.

Sir,—It is difficult to understand what, except propaganda, is the purpose of yet another survey on top management attitudes to pay, to which you devote half a page (February 3). The two top samples are very small, so that the 1977-78 differences are almost certainly due to sampling errors rather than real changes in attitude.

That aside, the 92 per cent. of top managers who said they were badly paid and the 75 per cent. who said they would consider taking a job abroad betray a frightening lack of realism. Only last November the Treasury announced that a number of major industrial countries, including Sweden and Japan, had higher top marginal tax rates than the U.K., and many more were very similar to ours. At the same time it is well known that the U.K.'s industrial productivity, measured by almost any statistic, is lower than most other countries, and this week we have again heard that U.K. management's fringe benefits are particularly highly developed and tend to exceed pay policy increases.

Top management attitudes are understandable only in the context of similar feelings among many other groups: firemen, electricians, miners, toolmakers etc. If we are all under paid, who is responsible for it? Or should we look at it as a form of rough justice?

Frank A. Heller.
84 Wood Vale, N.10.

To-day's Events

GENERAL

Miners' leaders resume pay negotiations with National Coal Board.

Swan Hunter boilermakers "fair wages" hearing, Central Arbitration Committee, ACAS offices, Westgate Road, Newcastle.

TUC economic committee meets, Congress House.

Mr. Roy Mason, Northern Ireland Secretary, addresses CBI Conference on Investment in Northern Ireland, 21, Tothill Street, SW1.

Mr. William Whitelaw, Deputy Leader of the Opposition, addresses Woking Conservative Association meeting, 8.15 p.m.

Mr. Roy Hattersley, Prices Secretary, speaks at Brunel University Fabian Society meeting, Uxbridge, 6 p.m.

National Union of Students' Lobby of Parliament in "Day of Action" on college closures.

Statement by Health and Safety Executive on Employment Medical Advisory Service report.

Mr. Rolf Hansen, Norwegian Defence Minister, continues visit to U.K. as guest of Mr. Fred Mulley, U.K. Defence Minister.

Mr. Simcha Ehrlich, Israeli Finance Minister, continues talks in South Africa on technical co-operation and trade.

London Chamber of Commerce and Industry reception to Mr. Kingman Brewster, U.S. Ambassador, 69, Cannon Street, E.C.2, 5.30-7.30 p.m.

Tour of Borough of Islington by Mr. Guy Barnett, Parliamentary Under Secretary of State, Department of the Environment.

Hong Kong buying mission continues talks in U.K.

Sir Peter Vanneck, Lord Mayor of London, attends First Night Performance of "Duke Bluebeard's Castle—Gianni Schicchi," London Coliseum, W.C.2, 7 p.m.

Microsystems '78 Exhibition and Conference opens, West Centre Hotel, S.W.6 (ends February 10).

PARLIAMENTARY BUSINESS

House of Commons: European Assembly Elections Bill, committee stage.

House of Lords: Debate on use of North Sea oil. Debate on firemen's strike.

Select Committees: Science and Technology. General Purposes sub-committee. Subject: Durability and efficiency of electric lamps. Witness: Department of Industry. (10.30 a.m. Room 16). Nationalised Industries, sub-committee B. Subject: British Gas Corporation report and accounts. Witness: British Gas Corporation (10.45 a.m. Room 8). Overseas Development Committee. Subject: Renegotiation of Lome Convention. Witness: Mr. Matthew McQueen, Department of Economics, Reading University, (4.15 p.m. Room 6). Expenditure, Social Services and Employment sub-committee. Subject: Employment and Training. Witnesses: Department of Education and Science and Scottish Office (4.30 p.m. Room 15).

COMPANY MEETINGS

Burton Group, Leeds, 12. Lloyds and Scottish, Hyde Park Hotel, S.W., 12. Redfearn National Glass, York, 12.

COMPANY RESULTS

Decca (half-year). Trust Houses Forte (full year). United Dominions Trust (half-year).

COMPANY NEWS + COMMENT

Second half slowdown trims Imps £1.2m.

INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Alcan	18	5	Mears Bros.	19	4
Beaumont Properties	18	6	Nat. Mutual Life	20	5
Chieftain/Broadmount	19	1	Provincial B. Soc.	20	5
Claverhouse Trust	20	6	Saville-Gordon (J.)	18	3
Compensation Terms	19	5	Tubes HP sale	19	1
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Imperial Group	18	1	Unitech	18	4
Life Assn. of Scot.	20	6	Warner Eestates	18	5

WITH WEAK second-half trading conditions restraining profits in all divisions pre-tax profit of **Imperial Group** ended down from £130.35m. to £129.12m. in the year to October 31, 1977, despite half-time predictions of somewhat higher profits.

The tobacco division showed a decline in its trading surplus for the year from £81.7m. to £69.5m. while all other divisions increased earnings, with the paper, board, packaging and plastics division lifting 81.2 per cent. from £8.9m. to £16.2m.

Directors say that falling consumer purchasing power at a time of pay restraint was the one factor which particularly influenced most divisional interests.

Total sales of the group climbed from £2.87bn. to £3.2bn., and investment income increased from £16.8m. to £20.3m.

At half-time profit was up from £65.4m. to £67.5m. before tax.

The trends of the second half-year have continued in the first three months of the latest year and trading results to date are lower than for the same period last year, but in line with group estimates, directors say.

They say that although there are prospects for an improvement in trading conditions in 1978 it is too early to forecast the outcome for the full year.

Capital investment for the latest year of £100m. has been provided for, with £30m. to be spent on its Berkshire brewery. Last year spending totalled £70.1m.

Maximum dividend

A final dividend of 3.41p against 3.318p net per 25p share takes the total to a maximum permitted 5.66p (5.068p). The total dividend payout will be £39.97m. (£35.79m.).

Overseas sales in the year totalled £372.3m. (£336.2m.) and profits were down from £15.1m. to £13.7m. Exports from the U.K. amounted to £51.9m. (£37.3m.).

An analysis of overseas sales and profits shows Europe with £132.1m. (£117.7m.) of sales and profits of £4.9m. (£3.6m.), the U.S. £16.7m. (£165.7m.) and £4.2m. (£7.9m.), Canada £34.2m. (£21m.) and £2.4m. (£1.7m.), Australasia £12m. (£16.4m.) and no profit (£0.2m.), and other areas £24.3m. (£15.4m.) and £2.2m. (£1.7m.).

For the first time more than half the group's trading profit came from non-tobacco interests, which contributed 53.9 per cent. of the total.

Directors ascribe the fall in the tobacco division earnings to lower volume sales which reflected the changing pattern of trade and a smaller U.K. cigarette market. Intense price competition, particularly in the king size sector, also affected margins.

	1977	1976
	£m	£m
Sales	3,196.2	2,866.2
Tobacco	1,857.1	1,711.1
Paper, board, etc.	202.5	159.9
Food	726.7	655.7
Brewery	415.8	369.3
Trading profit	170.6	152.1
Tobacco	69.5	81.7
Paper, etc.	16.2	8.9
Food	52.4	30.5
Brewers	32.5	31.0

In the paper, board, packaging and plastics division there was a good recovery from the depressed conditions of previous years, but the paper and board companies still suffered from the general weakness in the U.K. economy and board also suffered from heavy subsidies by foreign governments.

Plastics interests performed well, as did Mardon Packaging International, an associate company, which contributed significantly to the division's surplus.

Food results would have been better still but for the overall decline in food consumption in the U.K. The strengthening of sterling also adversely affected overseas results on translation. These operations account for 30 per cent. of the division's total sales.

The cost of many raw materials rose and poultry meat sales volumes in the U.K. and U.S. declined, while labour disruption affected sales and profits.

The profit is before tax of £27.61m. against an adjusted £43.04m. last time, and net profit comes out at £101.5m. compared with £87.3m. After minority interests of £0.3m. (£0.4m.) and extraordinary profits of £5.85m. (£13.66m.) attributable profit is £107.05m. (£100.56m.). Earnings per share before tax are shown down from 18.4p net per 25p share to 18.2p and at 14.3p against 12.3p after tax.

The group's accounts for 1977 reflect the adoption of the new treatment for deferred tax, which has reduced this provision from £52.3m. to £15.8m. The reduction in the tax charge from £43.2m. to £11.8m. was mainly owing to higher levels of capital allowances and stock relief in 1977.

Stock relief

The 1977 deferred tax charge includes £12.9m. for an amount of tobacco stock relief for 1977 which may attract liability in 1978. This is a consequence of a reduction of the tobacco duty under the new tax system which became effective on January 1, 1978.

A balance sheet with the results shows short term borrowings ahead from £132.7m. to £190.1m., and directors say the rise was due to higher operating capital requirements, including that required to finance two further increases in tobacco duty in 1977. Short term borrowings have been falling since the balance date and at January 31 stood at £115m. The new tax system introduced to harmonise EEC structures provides for duty to be paid at a later date than previously, reducing the burden of financing the duty.

Listed investments increased in market value by £43.1m. to £279.9m. in the year.

Adjustments to results under the "Hyde" guidelines reduce profit at the retained level from £67m. to £14m. Imperial directors say they have reservations about the rigidity under the guidelines of the formula for calculating the gearing adjustment.

See Lex

Setback for Saville Gordon

METAL MERCHANTS, processors and engineers' merchants, **J. Saville Gordon Group**, reports a drop in pre-tax profits from £451,836 to £202,035 for the half year to October 31, 1977, on lower turnover of £8.47m. compared with £12.52m. Tax takes £105,037 against £234,955.

The directors say that the stockholding interests continue to make satisfactory progress during the second half but the metal trading and processing interests are still operating in a market adversely affected by a low level of demand.

The interim dividend is maintained at 0.4p net per 10p share. Last year's total was 1.4549p and pre-tax profits came to a record £0.94m.

Members are told that the results in no way reflect the high level of activity and successful trading that took place during the period.

The tube and fittings, steel stockholding and engineering merchants companies all made an increased contribution to profits. It has been in metal trading and processing that losses have occurred caused almost entirely by a reduction in stock values, together with a fall in demand. Metal prices have fallen considerably during the period, and the requirements of steel works have been greatly reduced due to the international situation in the steel industry, to a level lower than at any time since the war.

Early in November, the group completed the disposal of its interest in Metaleg, operating in Dusseldorf, West Germany. This company has sustained losses for the last two financial years.

● comment

J. Saville Gordon is being squeezed on all fronts and a 55 per cent. pre-tax profits drop in the first half follows a 10 per cent. decline in the preceding six months. About a third of group profits is traditionally generated from sales of raw materials to steel manufacturers and here the group has faced most pressure. Steel output in the U.K. fell by almost 8 per cent. last year while German manufacturers were similarly hit by the worldwide decline in steel demand; meanwhile metal prices have slumped and the group has taken a thumping stock loss. Stocks have been written down by more than £200,000 in the nine months to the end of January and all of this has been taken into first half figures—which should mean that stock losses will be, at least, less severe in the second half. There is still no sign of any major recovery in steel demand but manufacturers stocks of raw materials are at very low level and any quickening of demand may help prices. Elsewhere the engineering merchanting division has slightly increased its profits in the first half (to around £200,000) but trading here is also generally flat and group full year profits may be only around £500,000 (£924,776). The shares at 19p yield almost 12 per cent. while the p/e on a full tax charge is 7.8.

Unitech jumps 46% midterm

AN IMPROVED contribution from its manufacturing companies enabled **Unitech** to expand pre-tax profits by 46 per cent. from £767,100 to £1,125,400 for the half year to December 3, 1977, on external sales ahead by 26 per cent. to £15.25m.

Mr. P. A. M. Curry, the chairman, states that while the sales pattern of the distribution companies has been relatively flat, the group has been fortunate in obtaining the Texas Instruments franchise for Italy and the Intel franchise for France.

The strong demand for the company's manufactured products is being maintained and as a result, Mr. Curry looks forward to reporting a further significant advance in second-half profits.

For the whole of 1976-77, a record £2.1m. surplus was achieved.

Stated half-year earnings advanced to 4p (2.7p) per 10p share and the interim dividend is raised from 1.3p to 1.452p net—the previous year's final was 2.31p.

● comment

Unitech's first half results—profits up 47 per cent. on sales 26 per cent. higher—puts the company comfortably on course for another record year with the manufacturing interests offsetting the rather flat distribution side. Electronic components are a growth area at the moment and Unitech has managed to increase volume sales by more than a fifth which is above average for the industry and suggests a useful gain in market share. This reflects buoyant demand from telephone equipment manufacturers, and steady replacement business from the Post Office while increased activity in the heating market (thermostats, control valves, etc.) has lifted the equally important industrial control division. The manufacture of sub-units (24 per cent. of profits) for computer and peripheral equipment etc. continues to expand. Much of the growth is still export led so the rise in the value of sterling could prove a short-term dampener. Full year profits could be as high as £2.85m. (up 36 per cent.), which puts the shares on a p/e of 8.9 at 93p (up 4p) while the yield is 6.6 per cent.

Terry Kirk

Mr. John Pile, chairman of the Imperial Group—second half affected by weak trading conditions and this situation has continued in the current year.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Claverhouse Inv. Trust ...	2.3	March 8	3.2	3.8	3.2
Dowty Group .... int	2.21†	March 31	1.98	—	4.18
Imperial Group	3.41	March 4	3.32	5.66	5.07
Saville Gordon .... int.	0.4	April 3	0.4	—	1.45
Unitech .... int.	1.45	April 1	1.3	—	3.61

Dividends shown pence per share net except where otherwise stated.

* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues.

Recovery seen by Alcan (U.K.)

The 1978 outlook for **Alcan Aluminium (U.K.)** is one of some recovery from the depressed levels of the second half of 1977, directors said yesterday. This recovery will be necessary to maintain the 1977 profit level.

Audited results showing an increase in pre-tax profit for 1977 from £10m. to £24.7m. were released yesterday. Unaudited figures and the 9.9p per share dividend were announced last month.

Directors say a £24m. capital expenditure programme for the modernisation and improved reliability of plant, particularly semi-fabricating plants, is underway.

Sales for the year were £266.9m. (£227.3m.) and earnings per £1 share are shown ahead from 7.6p to 32.6p, and attributable profit at £11.1m. (£2.6m.).

Warner Ests.

Warner Estates, which recently reported record pre-tax profits of £798,250 for the year to the end of September 1977, has upgraded its annual directors' estimate of portfolio value to £20m. Sir Henry Warner, in his chairman's statement, notes that the £20m. estimate stands against a book value of just £8.47m. Incorporation of the estimate would boost Warner's net assets per share to just under 200p against a share price up 2p to 127p at the close yesterday.

Beaumont Properties

The full document relating to **Beaumont Properties'** rights issue of 2.78m. shares at 70p a share shows that on January 13 the group had outstanding loan capital of £11.64m. In addition there was a bank overdraft of £1.21m.

A property revaluation at September 30, 1977, has produced a valuation of £26.5m. and a surplus of £½m. over the 1972 valuation plus subsequent cost in respect of properties held by investment and overseas trading companies. This surplus has been transferred to reserves.

In addition the revaluation of properties held by U.K. trading companies showed a surplus of £3m. over cost. This surplus has not been written into the group's accounts.

ISSUE NEWS AND COMMENT

Epicure returns to the market

The prospectus is published to-day in connection with the requotation of **Epicure Holdings** following the deal with its former parent Slea Holdings amounting to a reverse takeover.

On Monday shareholders in Epicure cleared the way for Epicure to acquire Slea for 12.5m. New Deferred Ordinary shares. Slea was owned by the Brealey family who will now control some 65 per cent. of the enlarged group. Mr. Reginald Brealey, who is chairman of Epicure, was also chairman of Slea.

Epicure was established in 1947 and carried on business as a hotel and restaurant group including the famous A L'Ecu de France in London.

In the summer of 1976 Slea bought control of Epicure from the rump of Sir Denys Lowson's empire.

Later that year Epicure bought a 35 per cent. option in a business called Ratiomatic Transmissions, which was working on a revolutionary new gear box.

The shares rose rapidly on hopes for the new gear box and in 1976 topped the market league with a dramatic jump of 450 per cent. to 34½p.

However, the gear box came to nothing in practical terms and Epicure did not take up the option to buy the 35 per cent. stake from Slea. Even so when the shares were suspended last November they still stood at 35p.

Slea, incorporated in 1964, is a *holding company* based in Lincolnshire with interests in paint contracting and manufacture, tarmac surfacing, joinery manufacture, property investment and estate management.

After three years of losses Epicure made a profit of £28,327 in the year to June 30, 1977. This small recovery was due to a general improvement in trading and the elimination of losses caused by the *Empress Restaurant* sold in July, 1976.

The directors forecast that the results for the year to next June will show a profit not less than £25,000.

Profits of Slea in the year to September 30, 1977, were £79,000. In the previous year they were £439,000. The reasons for the setback were twofold. Painting and tarmac surfacing contracts were subject to cost increases not recoverable under the terms of contracts with the Government. The £90,000 losses from joinery reflected rationalisation costs following the acquisition of that activity.

The directors forecast that in the nine months to June 30, 1978, profits of Slea will be £225,000.

So for the enlarged group the directors are forecasting £250,000. Earnings per share will be 0.61p. They are also indicating a final dividend of 0.33p per share for the current year. In the following year to June, 1979, they are forecasting a dividend of 0.5p per share.

The pro-forma balance sheet shows net assets of £1.28m. including goodwill of £161,000. The net bank overdraft is shown at £914,000 and secured loans £302,000.

Brokers are Capel-Cure Myers.

● comment

Adjusting for the deal with Slea, Epicure's suspension price of 35p comes down to an equivalent of 13p, but the shares are unlikely to open anywhere near that level once dealings restart. Market sources were expecting the price *to open in the region of 6p to 8p*. On the profit and dividend forecast a price of 7p indicates a p/e of 11¼ and yield of 7.1 per cent. Adjusting the profit forecast upwards to take in a full 12 *months of Slea the p/e is 8.8* and next year's dividend forecast takes the yield up to 10.8 per cent. At 7p the rating would look reasonably generous, though the market is unsure as to the likely level of demand from local investors in the Lincolnshire area. Buying from that source might send the shares even higher.

Prospectus pages 10 and 11

Yearlings rise to 8%

The coupon rate on this week's batch of local authority yearling bonds at 8 per cent. is ¼ of a point higher than last week. This *makes for a full point rise in* two weeks. The bonds are issued at par, and due on February 14, 1979.

This week's issues are: Daventry District Council (£½m.), East Lothian District Council (£½m.), Sedgemoor District Council (£½m.), Gwynedd County Council (£½m.), Tayside Regional Council (£1m.), Barnsley Metropolitan Borough Council (£1½m.), Chester-Le-Street District Council (£½m.), Cumnock and Doon Valley District Council (£½m.), Northampton Borough Council (£½m.), London Borough of Waltham Forest (£1m.), Arun District Council (£½m.).

Kyle and Carrick District Council is raising £½m. by the issue of 11 per cent. bonds at par dated February 2, 1983.

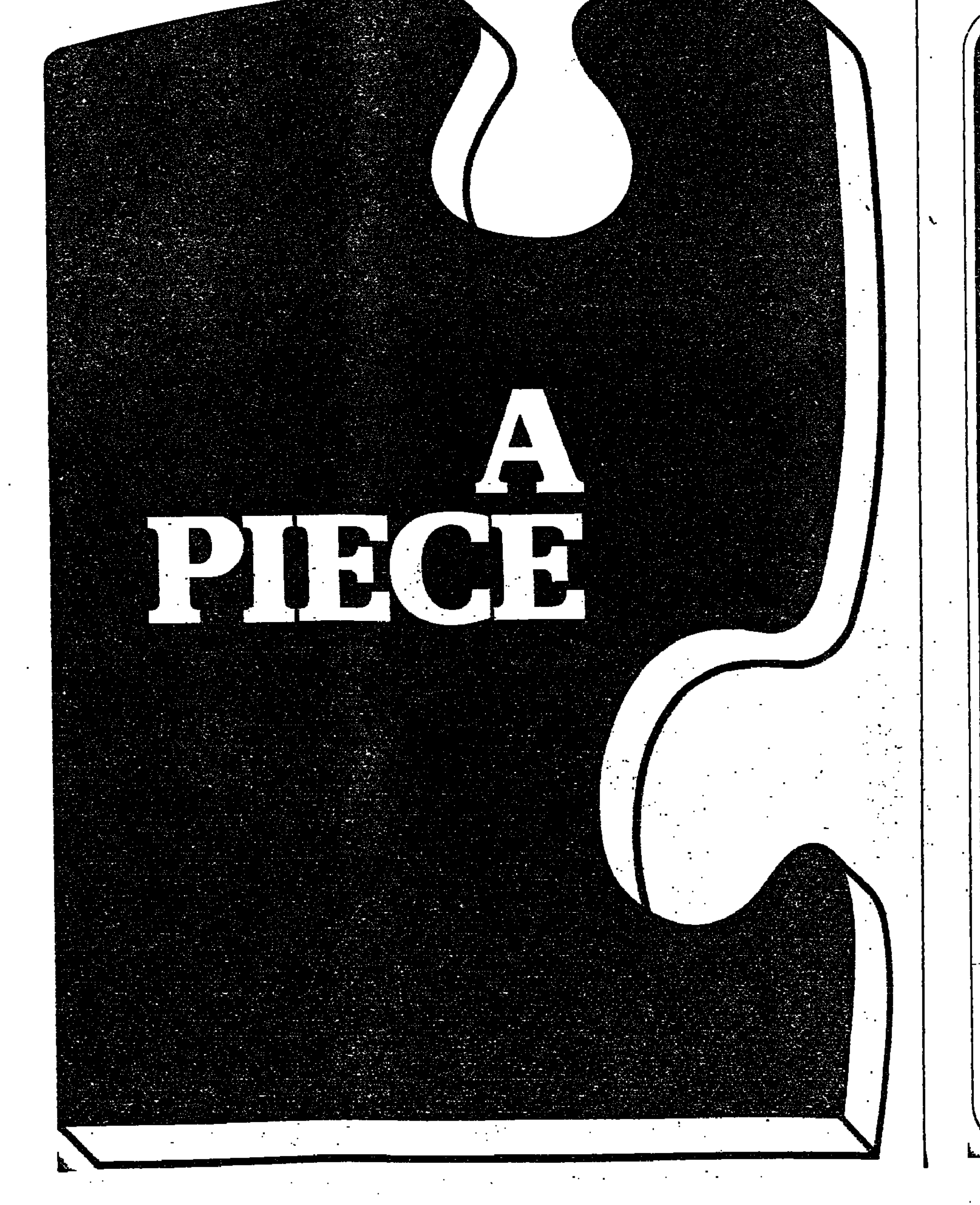
There are two variable rate bonds this week issue at par and due on February 3, 1982. Borough of Tamworth is raising £½m. and Borough of Blackburn is raising £1m.

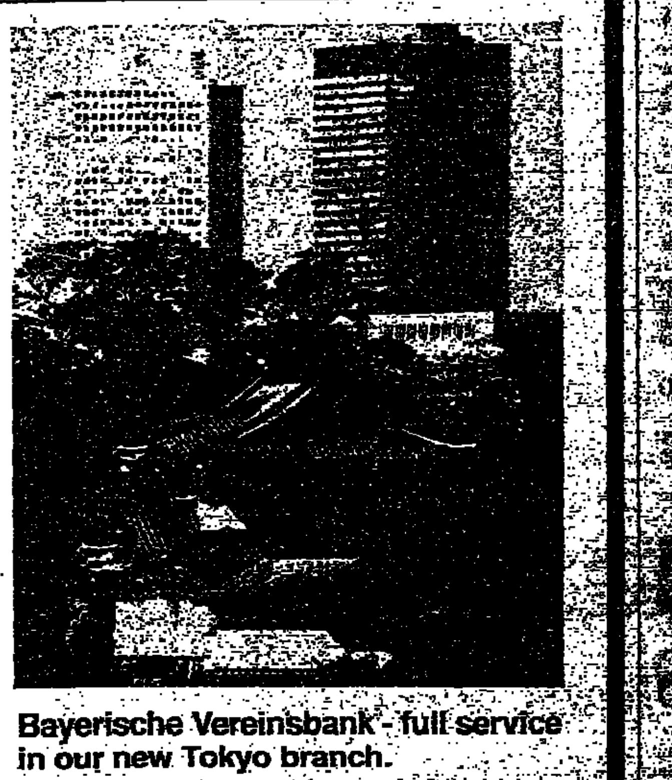
Interest will be ¼ of a point over Libor with the first half year payment at the rate of £4.0875 per cent.

NEW LOANS FOR TRUST COMPANIES

Scottish Northern Investment Trust has borrowed from Clydesdale Bank £3m. for an initial period of one year at 8 per cent.

London Trust Company has negotiated a further currency loan of $US10m. for six months through its bankers.





BIDS AND DEALS

Tubes sells 50% of HP offshoot

be Investments has agreed to 50 per cent. of its motor cycle purchase subsidiary to Lloyds Scottish for up to £2½m. The idiary is Raleigh Industries idual Payments), said to be market leader in its field.

Thomas Barnsley, managing tor of Tubes, said yesterday he had sought association a leading finance house to in "expertise and availy of funds." He said RIGP certainly require more ice" over the next few years the connection with Lloyds Scottish (whose major shareers are Lloyds Bank and the l Bank of Scotland) would w its unimpeded growth."

e of the effects of the deal iat RIGP's £14m. of borrow currently consolidated in s accounts will be halved. Barnsley commented that s was a manufacturing com and that resources were ed for the mainstream of the ess.

r Lloyds and Scottish, this is the third in seven months. July it bought Mann and ton, the taxi distributor, and Jovember it bought Bankica Factors. A spokesman yesterday that RIGP would gap in its coverage of the market. By adding motor finance to the existing car ce, Lloyds and Scottish d now be able to offer distors the complete range. This eting benefit would come to as well as the existing d S group.

h sides in the deal also ed yesterday to the possible opment of RIGP towards ing sales of Tube Investts consumer products. Half ubes' production is of con goods and some, such as al heating, are sold using ment finance.

exact consideration to be depends on the results for RIGP for 1978. But in the meantime, Lloyds and Scottish will make an interim payment of £2.3m. by issuing 2,203,500 shares to Tubes. These are to be placed with various institutions including Lloyds Bank and The Royal Bank of Scotland.

In 1977 RIGP made a pre-tax profit of £1.1m. (£0.9m.). Its shareholders' funds at the year end were £3.5m.

AMEY EXPANDS IN NORTH OF ENGLAND

Amey Roadstone Corporation, the aggregates, precast concrete and civil engineering subsidiary of Consolidated Gold Fields, has acquired for £2.18m. the privately-owned Harrison Group of companies. The bid, while small in monetary terms for Amey, expands considerably the group's presence in the North of England.

Amey has recently expanded its interests in North America, Nigeria, Holland and the Middle East.

Harrisons employs 227 people in three quarries, 13 concrete plants and various other units. A spokesman for Amey has said that redundancies are not envisaged at this stage, "although some centralisation of administrative offices will be carried out."

LETRASET IN AUSTRALIA

Letraset International, the art materials group, has purchased for some $A485,000 (£285,000) all the net assets of Garlin Art and Drafting Pty., of Sydney.

Garlin is said to be largest retailer in Sydney of commercial art and drawing office materials, and its purchase by Artistcare, Letraset's Australian art material retailing chain, will increase Artistcare's outlets in Sydney to four and in the whole of Australia to eight.

econd Broadmount ooks for alternatives

war of words is hotting between Chieftain Trust gers and the Board of d Broadmount Investment any, the investment trust to Chieftain has suggested ation as a prelude to ation under its own manage

Friday Second Broadmount's ors declared that they had ed insufficient forms of ition for the holding of an ordinary general meeting to s Chieftain's proposals. some of the forms of ition sent round by Chieftain were, on an unexplained icality, found to be invalid.

y Chieftain has written to olders in Second Broadt, asking them again to send ms of requisition for such tra-ordinary general meetince Second Broadmount's has declined to accept any additional forms of requisiwhich Chieftain was holding erve, and refuses to return which have already been red. While technically t this action is, Chieftain "so petty that it almost belief."

ond Broadmount's directors, own just short of 10 per of the shares but control a r 36 per cent. as trustees, said that they are exploring ative means of bringing the ny's share price more into vith the value of its under assets. Chieftain is now what Second Broadmount's ors have to fear if they have an alternative up sleeve, and what they can to gain by a short postpone of the inevitable.

RAMID

ms of the acquisition by uid Group (Publishers) of nd Printing, a firm of general rs based in Romford, Essex, been finalised. Pyramid first announced its intention ke over the company last is to pay £60,000 for the net of the company plus a fur sum for the goodwill which ed on a percentage of turn Details of the deal have been ed because of preparation dited accounts for Redland e financial year ending May 177.

PROBES

Roy Hattersley, Secretary ite for Prices and Consumer ction, has decided not to the following proposed ers to the Monopolies Commission: Inchcape and Co./Pride and Clarke; Adriaan Volker Group (U.K.)/G. Dew and Co.; and CompAir/The fluid power division of Watts Regulator Company of the U.S.

ELSWICK-HOPPER IN GERMAN LINK

Elswick-Hopper has joined with West German agricultural equipment manufacturer Karl Becker to form a new British company. Known as Elswick-Becker, it will import Becker seed drills and cultivation equipment and market these throughout the U.K.

Announcing this development, Elswick-Hopper chairman, Mr. J. L. Turner declared that the new company was well suited to his group's expansion plan: Becker equipment was already handled by the group's agricultural machinery distribution companies in Yorkshire and Humberside.

The new company has a share capital of £45,000, two-thirds to be owned by Elswick-Hopper and one-third by Karl Becker.

ZIFLYNN/GODFREY'S

Ziflynn announces that acceptances have been received in respect of its offer for 5,645,724 Ordinary units of Godfrey's (88.56 per cent.).

The offer is unconditional and will remain open until further notice.

LAWTEX

Lawtex, clothing and umbrella manufacturers, has acquired Pinner Handles and the business of Peerless Umbrellas. The vendors are Kendall and Sons of Leicester, the umbrella and rainwear manufacturers and retailers.

SPILLERS

Spillers has completed the acquisition of Modern Maid Food Products, of the U.S., for an aggregate cash price of some $19.5m.

SHARE STAKES

River Plate and General Investment Trust—London Trust has purchased a further 30,000 deferred shares increasing holding to 549,500 (7.02 per cent.).

Union Discount Company of London: Kuwait Investment Office has acquired a further 20,000 shares and now holds 830,000 (8.68 per cent.).

Royco Group: Throgmorton Trust sold its entire holding of 250,000 shares, representing 6.25 per cent. of the capital.

Dowty expands to £11m. in first half-year

PRE-TAX PROFITS of the aviation, mining, industrial, and electronics concern Dowty Group for the half-year to September 30, 1977, advanced from £8.58m. to £11.05m. on turnover ahead from £67.28m. to £88.41m. The results include the Ultra Electronics division from April 1.

The directors say that the order position for the group as a whole has improved substantially with each division making a contribution to the growth. Prospects for the remainder of this and next year are therefore most encouraging, they tell members and current financial resources are adequate.

The Ultra Electronics division contributed turnover of £9.48m. and trading profit of £719,000. This compares with the interim results of Ultra Electronic Holdings in the previous year of £6.13m. turnover and £577,000 trading profit. Interest payments for the half year include £143,000 on the cash element of the Ultra acquisition.

Before including the Ultra results trading profits improved by 18 per cent. despite some reduction of profit in the mining division due to an industrial dispute, since settled. A continuing strong liquid position helped to minimise interest costs.

Basic earnings are shown at 8.5p (7.4p) per 50p share and the interim dividend is lifted from 1.98p to 2.21p net per share costing £1.44m. (£1.12m.). The increase in cost reflects the issue of 5,637,870 shares as part of the consideration for Ultra and 2,707,951 shares issued on conversion of 7 per cent. Convertible Unsecured Loan stock on September 30, 1977.

The Ordinary dividend total for all 1976-77 was 4.18p costing £2.37m. Pre-tax profits for that year were a record £18.08m.

	Half year 1977 £000	Half year 1976 £000	Year 1976-77 £000
Turnover	88,413	67,281	136,208
U.K.	58,983	45,556	91,482
Overseas & export	29,430	21,725	44,726
Trading profit	11,058	8,732	18,045
Interest paid	6	157	*31
Profit before tax	11,052	8,575	18,076
Tax	5,547	4,361	9,224
Net profit	5,505	4,214	8,852
Extra-ord. credits	—	—	308
Making	5,505	4,214	9,160
Dividends	1,437	1,121	2,367
Retained	4,068	3,093	6,793

* Received.

See Lex

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends concerned are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TO-DAY

Interims—Decca, Mining Supplies, Benjamin Priest, United Dominions Trust, Wiggins Construct.

Finals—Drayton Premier Investment Trust, English and New York Trust, Hirst and Mallinson, Trust Houses Forte.

FUTURE DATES

Interims—	
MFI Furniture Centres	Feb. 14
Meat Trade Suppliers	Feb. 14
Myddleton Hotels	Mar. 1
Reliance Knitwear	Feb. 15
Wades Departmental Stores	Feb. 14
Finals—	
Bibby (J.)	Mar. 7
Cornell Dresses	Feb. 15
Newbold and Burton	Feb. 16
Nottingham Manufacturing	Feb. 13
Websters Publications	Feb. 17

Mears Bros. sees rise in turnover

CONSTRUCTION, PLANT and equipment distribution and pipeline products group Mears Bros. Holdings has some £26m. of work in hand for completion in the latest year and turnover is expected to exceed the £40.08m. achieved in the September 30, 1977, year.

Sir George Middleton, chairman, also says in his statement with accounts that £12m. of work is in hand for the following year.

He says that despite the setback of the last year when pre-tax profit tumbled from £916,000 to £110,000, the directors are confident that the future offers ample and rewarding opportunities.

In 1976-77 Mears Construction suffered badly in the second half from a wet summer, problems on certain contracts in the building division and problems on a road and bridge contract in the civil engineering division.

He says that there have recently been encouraging signs of a general revival in the heavy equipment market and it is expected that the current year will see improved results from A. Long and Co., its plant and equipment distribution subsidiary.

Prospects for the current year in the pipeline products operations are also more encouraging. This operation contributed a substantial loss in the 1976-77 period.

Middle East operations increased sales in the year but profits were reduced by high local inflation and adverse exchange differences. The group has failed to secure contracts for its prefabricated housing systems and it has been decided to reduce its investment in this activity.

Accounts show an increase in bank overdrafts in the year from £0.41m. to £2.39m., and a reduction in cash and bank balances from £564,000 to £55,000. Net current assets improved from £2.01m. to £1.58m.

At January 7, Industrial and Commercial Finance Corporation owned 27 per cent. of shares and Barclays Bank Trust Company 5 per cent.

Meeting, St. Ermin's Hotel, S.W., on March 2, at noon.

Treasury pays £22m. on account

THE COMPENSATION payment on account of £22m. to companies whose shipbuilding and aircraft interests have been nationalised was made by the Government yesterday through the issue of a tranche of 9¾ per cent. Treasury stock 1981.

This follows the announcement by Mr. Gerald Kaufman, the Minister of State for Industry, on January 25 that a payment on account had been authorised.

The stock, issued at a rate of £100 nominal stock for every £99⅞ of compensation, is repayable at par on April 1 and October 1.

In accordance with schedule 5 to the Aircraft and Shipbuilding Industries Act 1977 interest on this issue of stock will be treated as accruing as from vesting date: April 29, 1977 in the case of aircraft industry securities, and July 1 in the case of shipbuilding industry securities.

So a special interest payment will be made in respect of the stock issued yesterday covering, in the case of stock issued as compensation on account for aircraft industry securities, the period from April 29, 1977 to October 1, 1977, and, in the case of stock issued on account for shipbuilding, the period from July 1, 1977 to October 1, 1977.

The stock issued yesterday will rank for a full six-month interest on April 1, 1978 to cover the period from October 1, 1977. The issue will not be distinguished from 9¾ per cent. Treasury Stock 1981 already in being.

Those companies to whom the payment has been made include Vickers, GEC, Hawker Siddeley, the Laird Group, London and Overseas Freighters, Swan Hunter and Yarrow.

The closing price of the 9¾ per cent. stock was £99¼, but fell sharply in after hours dealing.

SHANDWICK GROUP

The head and registered offices of Shandwick Communications and Shandwick PR Company is now at 51, Green Street, London, W.1 (Telephone: 01-491 4568).

ELECTRA TRUST

Electra Investment Trust is considering a proposal that the 6 per cent. Debenture stock 1984-89 be repaid at £90.75 per cent.

ULS Marine settlement

The manufacturer of the CETUS unmanned submarine, ULS Marine announces that by far the greater part of the action brought against it by McElhanney Offshore Surveying and Engineering of Vancouver, Canada, alleging misuse of McElhanney's confidential information and breach of certain copyrights has been withdrawn.

McElhanney had made claims alleging breach of copyright in the design of the CETUS unmanned submarine, and following the withdrawal of the action there is no claim outstanding which prevents ULS Marine from manufacturing, selling and operating the submarine.

McElhanney has consented to pay to ULS Marine the cost of the hearings to date.

FORMARA EXPANDS

Formara, the Southend-on-Sea, Essex, based specialist printers which has shown rapid growth in recent years, announces a further extension of its activities with the installation of a web-offset press.

The company has hitherto specialised in the printing of technical manuals, computer listings, directories and reports. The new press will be capable of producing 50,000 impressions per hour.

Managing director Mr. G. Baker said that the company had successfully penetrated a number of overseas markets including Japan, Germany and Abu Dhabi. Overseas inquiries were growing at a satisfactory rate.

MONEY MARKET

Small assistance

nk of England Minimum
nding Rate 6½ per cent.
(since January 6, 1978)

timent in the London money et was rather confused rday, against a background rvousness about the labour ion and the future trend in ioney supply.

rs about the U.K. economy ued to attract funds into iorter periods, while keeping nger periods firm. Discount s were happy about very term prospects after the t sharp reduction in rates for overnight money, and nent was generally helped by the willingness of the authorities to buy bills to assist the market in conditions which were not too difficult.

Other market sources suggested that conditions would be more settled with firmer guidance from the authorities, however, and that the market has tended to become increasingly dominant in dictating the trend of interest rates in recent months.

Money was in slightly short supply yesterday, and the authorities gave assistance by buying a small amount of Treasury bills and local authority bills from the houses.

Banks carried over surplus balances, and the market was also helped by net maturing Treasury bills. On the other hand there was a slight excess of revenue payments to the Exchequer over Government disbursements, a rise in the note circulation, and the call on 10½ per cent. Treasury 1999.

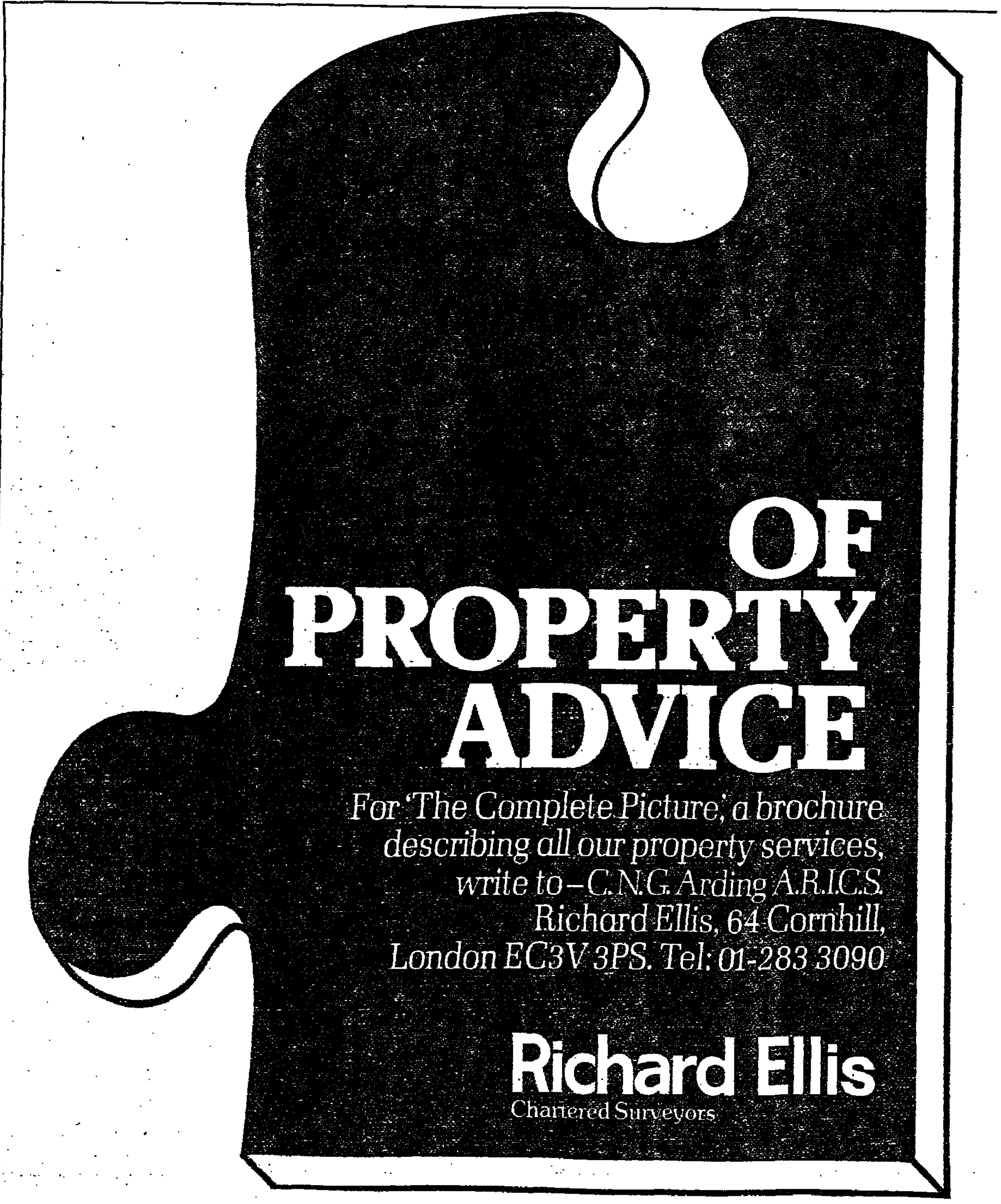
Discount houses paid 5¼ per cent. for secured call loans at the start, but closing balances were taken at 2½-3½ per cent.

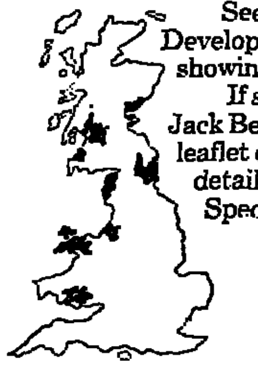
In the interbank market overnight loans opened at 5¼-5¾ per cent., and eased to 2.3 per cent. at the close.

Rates in the table below are nominal in some cases.

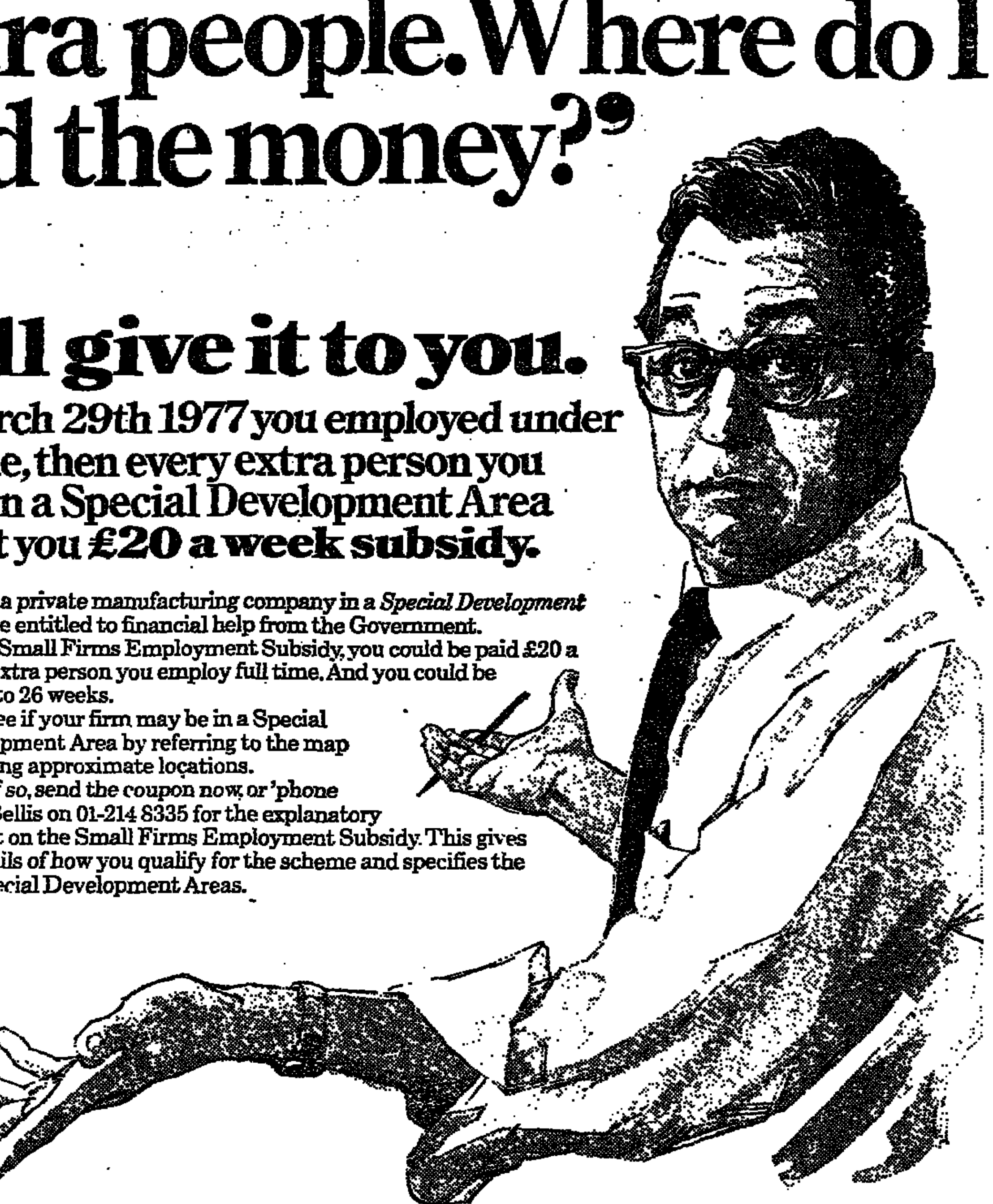
. 7 7.	Sterling Certificate of deposits	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount market deposit	Treasury Bills ♦	Eligible Bank Bills ♦	Fine Trade Bills ♦
ght	—	2-5¾	—	—	—	5½	2½-5½	—	—	—
notice	—	—	5⅝-6	—	—	—	—	—	—	—
ay notice	—	5⅜-5⅞	5¾-6¼	—	6-6¼	5⅞	4½-5½	—	—	—
nth	6¼-6	6 6¼	6-6¼	6⅝-6⅛	6⅛-6¼	6¼	5¼-5¾	5⅞-5⅞	6⅛-6⅛	6⅞
nths	6⅛ 6¼	6⅛ 6½	—	6⅝-6¼	6½-6¾	—	6	5⅞-5⅞	[illegible]	6¾-6⅞
onths	6⅜ 6⅝	6½-6¾	6⅝-6⅝	6⅝-6¼	6⅞-7	7	6⅛	5⅞	6⅝-6⅝	6⅝-6¾
nths	7¼-7⅜	7⅛-7½	6⅞-7¼	7¼-6⅝	7½-7¾	—	—	—	6¾-6⅞	6⅝-6¾
nth	7⅝-7½	7⅛-7⅞	—	7⅞-7½	8⅛	—	—	—	—	—
ar	7⅞ 7⅝	7⅝-8	7⅞-8	8⅛-7¾	8½	—	—	—	—	—
ars	—	—	9	—	—	—	—	—	—	—

al authorities and finance houses seven days' notice, others seven days' fixed. 'Longer-term local authority mortgage minally three years 10-10¼ per cent.; four years 10¼-10½ per cent.; five years 10¼-10½ per cent. ♦ Bank bill rates in table ing rates for prime paper. Buying rate for four-month bank bills 6¼-6⅜ per cent.; four-month trade bills 6⅞-6⅞ per cent. roximate selling rate for one-month Treasury bills 5²⁵⁄₃₂-5¹³⁄₁₆ per cent.; two-month 5²⁷⁄₃₂-5⅞ per cent.; and three-month er cent. Approximate selling rate for one-month bank bills 5¹⁵⁄₁₆ per cent.; two-month 6¹⁄₁₆ per cent.; and three-month per cent. One-month trade bills 6⅞ per cent.; two-month 6⅞-6⅞ per cent.; and also three-month 6⅞-6⅞ per cent. nce House Base Rates (published by the Finance Houses Association): 7 per cent. from February 1, 1978. Clearing eposit Rates (for small sums at seven days' notice) 3 per cent. Clearing Bank Rates for lending 6½ per cent. Treasury verage tender rates of discount 5.9275 per cent.





Special Development Areas



Provincial assets up 26%: top £1bn.

ASSETS OF Provincial Building Society showed a record 26 per cent. growth from £862m. to £1.09bn. in 1977, with reserves up £7m. at £43m. representing a ratio of more than 4 per cent.

Investment receipts, net of withdrawals, soared by more than 300 per cent. to £151m. (£45m.) with the number of new investment accounts jumping 37 per cent. from 107,000 to 146,000.

New mortgage lending was 14 per cent. higher at £216m. (£189m.) and the number of new mortgages rose from 20,600 to 22,500, including 9,200 (9,000) first-time purchasers, bringing the total number of mortgages outstanding to 147,000 (139,000). In addition 5,000 advances were made to existing borrowers to finance home improvements.

During the year the Society opened 15 branches raising the total to 172.

The Society's growth policy recognises *the need to retain a* higher proportion of stable investment. This is essential if it is to maintain lending at a level which reflects the public's increasing preference for owner occupation, says Mr. Dennis Howroyd, the chairman.

Later Mr. Alan Mason, general manager, said that with 500,000 surplus housing units, of which *over 300,000 are* owned by local authorities, Britain's housing problem has changed to one of housing management, location and *distribution*.

There is much more the building societies can do, if they were allowed by the Government, to give real assistance by helping speed inner city renewal schemes and by helping make these schemes largely self-financing.

He commented that if building society deposits were taxed in the same way as bank deposits then *Provincial's deposit rate* would only fall from 8.3 per cent. to 7.3 per cent., before tax. This would still be 2½ times higher than the *banks'*.

Nat. Mutual of Australasia

The National Mutual Life Association of Australasia has lifted its bonus rates on U.K. and Republic of *Ireland with-profits* business. On U.K. individual life contracts the rate for 1977 is £36 per mille of sum assured and attaching bonuses, compared with £35 per mille in 1976. The terminal bonus rate payable on death or maturity claims is substantially increased to £10 per mille of the sum assured and attaching bonuses for each year in force *except the first five against £6 per* mille previously. This increase more than restores the cut made in 1976 to terminal bonuses. On individual pension arrangements, the bonus rate is lifted to £42 per mille of basic pension and attaching bonuses from £37 per mille and the terminal bonus is increased to £12 per mille from £9 per mille for each year except *the first five*.

For business in the Republic of Ireland, the reversionary bonus rate on individual life contracts is lifted to £33 per mille compound from £32 per mille and on pensions business to £39 per mille *from £34 per mille*. The company is also paying for the first time a terminal bonus on claims. For life policies this is £5 per mille of sum assured and attaching bonuses for each year except the first five and £6 per mille on pension contracts.

Life Assocn. of Scotland bonus up

The *Life* Association of Scotland, a member of the Nationale Nederlanden Group, has declared record bonus rates for 1977. On the compound bonus series the rate on new code pension schemes, pension arrangements and *self-employed contracts is* lifted to £4.50 per cent. of the sum assured (or basic pension) plus attaching bonuses from £4.25 *per cent. for 1976.*

For all other participating contracts the new rate is £4.25 per cent. compounded compared with £4 per cent. previously. On the closed simple bonus series, the rate is increased to £5 per cent. of the sum assured from £4.75 per cent. previously.

On group pension policies, the cash bonus is fixed at £1.70 per cent. of reserves held, compared with £1.50 per cent. previously. Under the long term accumulation plan the bonus rate is maintained at 1.5 per cent.

Capital and *Retirement* bonus rates are maintained at their 1977 levels.

Mr. J. M. Souness, general manager of the company, stated that this was the fourth consecutive annual bonus declaration where *the* bonus rates had been increased. During the same period, the growth of the company's business had been above the market average in line with the policy to outstrip inflation.

These levels of growth and bonus declarations resulted from the high investment profits achieved in recent times and he looked forward to a buoyant life *and pensions market in 1978 with* the present growth rate to continue.

Claverhouse Trust ahead

Net revenue after interest and expenses of Claverhouse Investment Trust increased from £510,588 to £582,958 in 1977.

Gross revenue was £613,467 *(£540,178) and the result is subject* to tax of £200,257 (£179,224) Earnings per share are given at 3.83p against 3.31p and net asset value per 50p share is shown ahead from 73.71p to 104.85p.

A final dividend of 2.3p takes the total to 3.8p (3.2p).

Banking figures

(as table 9 in Bank of England Quarterly Bulletin)

ELIGIBLE LIABILITIES, *RESERVE ASSETS*, RESERVE RATIOS, AND SPECIAL DEPOSITS

1—Banks	Jan. 18, 1978 £m.	Change on month £m.
Eligible liabilities		
U.K. banks		
London clearing banks	23,378	+579
Scottish clearing banks	2,540	+ 43
Northern Ireland banks	788	+ 7
Accepting houses	1,937	+ 76
Other	6,245	+ 17
Overseas banks		
American banks	3,810	− 30
Japanese banks	236	− 1
Other overseas banks	2,517	+ 57
Consortium banks	182	+ 44
Total eligible liabilities*	41,632	+799
Reserve assets		
U.K. banks		
London clearing banks	3,185	+118
Scottish clearing banks	333	+ 5
Northern Ireland banks	116	+ 10
Accepting houses	356	+ 6
Other	944	− 80
Overseas banks		
American banks	658	+ 25
Japanese banks	38	− 4
Other overseas banks	497	+ 43
Consortium banks	47	− 10
Total reserve assets	6,174	+114
Constitution of total reserve assets		
Balances with Bank of England	370	− 55
Money at call:		
Discount market	3,194	+628
Other	274	[illegible]
Tax reserve certificates	—	—
U.K., Northern Ireland Treasury Bills	1,270	−279
Other *bills*:		
Local authority	68	− 96
Commercial	687	− 23
British Government *stocks with one year* or *less to final maturity*	311	−121
Other	—	—
Total reserve assets	6,174	+114
Ratios %		
U.K. banks		
London clearing banks	13.6	+ 0.1
Scottish clearing banks	13.1	—
Northern Ireland banks	14.8	+ 1.2
Accepting houses	18.4	− 0.4
Other	15.1	− 1.3
Overseas banks		
American banks	17.3	+ 0.8
Japanese banks	16.3	− 1.5
Other overseas banks	19.7	+ 1.2
Consortium banks	25.9	−17.8
Combined ratio	14.8	—
	£m.	£m.
N.B.—Government stock holdings with more than one year but less than 18 months to *final maturity amounted to*	493	+114
2—Finance houses		
Eligible liabilities	338	+ 9
Reserve assets	34.7	+ 0.7
Ratio (%)	10.3	—

Special deposits at January 18 were £1,194m. (up £17m.) for banks and £10m. (up £1m.) for finance houses. *Interest-bearing eligible liabilities were £27,942m. (up £1,157m.).

London Clearing Banks’ balances

as at January 18, 1978

THE TABLES below provide the first monthly indication of the trends of bank lending and deposits, ahead of the more comprehensive banking and money supply figures published later by the Bank of England. Tables 1, 2 and 3 are prepared by the London clearing banks. Tables 1 and 2 cover the business of their offices and their subsidiaries (excluding Scottish and Northern Ireland banks) in England and Wales, the Channel Islands and the Isle of Man which are listed by the Bank of England as falling within the banking sector. Table 3 covers the parent banks only. In this, it is comparable with the figures produced by the Bank of England, which show the reserve positions of all the banking sectors subject to credit control. Minor differences here arise from the exclusion from the clearing bank figures of Coutts, a subsidiary of National Westminster but a clearing bank in its own right.

TABLE 1.
AGGREGATE BALANCES

	Total outstanding £m.	£m.	*Change on month* £m.	£m.
LIABILITIES				
Sterling deposits:				
U.K. banking sector	4,398		−265	
U.K. private sector	24,992		+125	
U.K. public sector	778		+178	
Overseas residents	2,158		+ 97	
Certificates of deposit	2,378		+ 28	
		34,704		+162
of which: Sight		14,366		+117
Time (inc. CD's)		20,339		+ 46
Foreign currency deposits:				
U.K. banking sector	3,456		−111	
Other U.K. residents	866		− 57	
Overseas residents	*10,264*		−238	
Certificates of deposit	1,039		− 69	
		15,624		−473
Total deposits		50,328		−310
*Other liabilities**		8,125		−158
TOTAL LIABILITIES		58,454		−468
ASSETS				
Sterling				
Cash and balances with Bank of England		1,092		−198
Market loans:				
Discount market	1,997		+341	
U.K. banks	5,134		−455	
Certificates of deposit	1,174		− 57	
Local authorities	1,152		+ 20	
Other	542		+ 53	
		9,998		− 98
Bills:				
Treasury bills	612		−223	
Other bills	935		− 65	
		1,547		−288
Special deposits with Bank of England		794		+ 11
Investments:				
British Government stocks	2,109		+ 66	
Other	1,087		− 6	
		3,196		+ 60
Advances:				
U.K. private sector	17,409		+576	
U.K. public sector	117		− 18	
Overseas residents	2,743		+134	
		20,269		[illegible]
Other sterling assets*		5,130		
Foreign currencies				
Market loans:				
U.K. banks and discount market	3,073		− 22	
Certificates of deposit	317		− 31	
Other	6,421		−234	
		9,861		[illegible]
Bills		50		
Advances:				
U.K. private sector	1,854		−142	
U.K. public sector	1,145		− 36	
Overseas residents	2,773		− 9	
		5,772		[illegible]
*Other foreign currency assets**		743		
TOTAL ASSETS		58,454		[illegible]
Acceptances		286		[illegible]

* Includes items in suspense and in transit.

TABLE 2. INDIVIDUAL GROUPS OF BANKS’ BALANCES	TOTAL Outstanding	TOTAL Change on month	BARCLAYS Outstanding	BARCLAYS Change on month	LLOYDS Outstanding	LLOYDS Change on month	MIDLAND Outstanding	MIDLAND Change on month	NATIONAL WESTMINSTER Outstanding	NATIONAL WESTMINSTER Change on month	WILLIAMS & GLYN'S Outstanding	WILLIAMS & GLYN'S Change on month
LIABILITIES	£m.	£m.	£m.	£m.	£m.	£m.	£m.	£m.	£m.	£m.	£m.	£m.
Total deposits	50,328	−310	13,972	+265	9,484	−440	10,363	− 38	14,823	−101	1,688	[illegible]
ASSETS												
Cash and balances with Bank of England	1,092	−198	351	+ 15	180	− 67	225	−104	288	− 48	37	+ 6
Market loans:												
U.K. banks and discount market	10,203	−141	2,633	+107	2,464	−322	1,437	+ 3	3,407	+ 80	271	[illegible]
Other	9,656	−229	2,618	− 19	2,441	+ 8	1,570	− 60	2,716	−142	310	[illegible]
Bills	1,597	−290	321	− *11*	117	− 88	763	+ 27	343	−208	54	[illegible]
Special deposits with Bank of England	794	+ 19	245	+ 1	116	+ 7	177	+ 6	230	+ 4	25	[illegible]
British Government stocks	2,109	+ 66	524	+ 34	412	− 83	317	+ 32	866	+ 50	190	[illegible]
Advances	26,042	+506	7,712	+223	3,942	+101	5,910	+ 70	7,597	+112	[illegible]	[illegible]

TABLE 3. CREDIT CONTROL INFORMATION (*Parent banks only*)	TOTAL Outstanding	TOTAL Change on month	BARCLAYS Outstanding	BARCLAYS Change on month	LLOYDS Outstanding	LLOYDS Change on month	MIDLAND Outstanding	MIDLAND Change on month	NATIONAL WESTMINSTER Outstanding	NATIONAL WESTMINSTER Change on month	WILLIAMS & GLYN'S Outstanding	WILLIAMS & GLYN'S Change on month
Eligible liabilities	23,243	+580	7,214	+212	3,417	+127	5,590	+ 17	6,129	+178	894	[illegible]
Reserve assets	3,168	+119	984	+ 84	468	+ 9	767	− 7	827	+ 24	122	[illegible]
Reserve ratio (%)	13.6	+ 0.1	13.6	+ 0.8	13.7	− 0.3	13.7	− 0.2	13.5	—	13.6	[illegible]

BRAID GROUP

MOTOR VEHICLE DISTRIBUTORS

Results at a glance

	1977 £'000	1976 £'000
Turnover	25,649	20,569
Profit before taxation	906	613
Profit retained	345	190
Earnings per share	6.99p	4.08p
Dividend per share	1.38p	1.23p

* Increased sales and market share.

* Increase in pre tax profits of 48%.

* Maximum permitted dividend.

D. C. Bamford, CBE, *Chairman*

BRAID GROUP

FIDELITY PACIFIC FUND S.A.

INCORPORATED UNDER THE LAWS OF PANAMA

The Directors have declared a Dividend of 17 cents (U.S.) per share the record date of which is January 31, 1978 payable 15th February 1978.

Holders of bearer shares should present Coupon No. 7 at the Head Office of the Bank of Bermuda Limited, Hamilton, Bermuda or Julius Baer International Limited, 38 Mincing Lane, London EC3 or Bank Julius Bar and Company Ltd., Bahnofstrasse 36, Zürich, Switzerland or Kredietbank S.A. Luxembourgeoise at 43 Boulevard Royal, Luxembourg.

Registered shareholders of record January 31, 1978 will have their dividend cheques mailed to their address.

Hamilton, Bermuda
January 31, 1978

C. T. Collis, Secretary

FIDELITY AMERICAN ASSETS N.V.

INCORPORATED UNDER THE LAWS OF NETHERLANDS ANTILLES

The Directors have declared a dividend of 40 cents (U.S.) per share, the record date of which is February 1, 1978 payable February 15, 1978.

Holders of bearer shares should present coupon no. 2 at the head office of the Bank of Bermuda, Hamilton, Bermuda or Kredietbank S.A. Luxembourgeoise at 43 Boulevard Royal, Luxembourg.

Registered shareholders of record February 1st, 1978 will have their dividend cheques mailed to their address.

Hamilton, Bermuda
February 1, 1978

C. T. Collis, Secretary

MINING NEWS

Copper price fall hits Bougainville profits

BY KENNETH MARSTON, MINING EDITOR

INEVITABLY, the weakness of the market for copper has made its impact on 1977 earnings of the Rio Tinto-Zinc group's big Bougainville copper-gold mine in Papua New Guinea. The net figure has dropped to Kina 28.53m. (£20.17m.) from K41.37m. in 1976. A final dividend of 4 toea (2.8p) makes a year's total of 8 toea against 10 toea for 1976.

	Year ended Dec. 31 1977 (K000)	1976 (K000)
Revenue	293.691	298.446
Sales, financing and other costs	124.220	114.695
Depreciation	36.205	31.103
Royalties	2.480	2.578
Leaving	40.078	60.078
Exchange gains	2.177	1.801
Earnings before tax	42.235	61.671
Tax	13.724	20.303
Net earnings	28.531	41.368

Copper sales last year rose to 182,029 tonnes from 179,081 tonnes, but the average price of the metal in U.S. currency fell to 59.3 cents per lb against 63.6 cents in 1976. Gold sales also increased, reaching 22,333 kilograms compared with 20,494 kgs in the previous year, while the average metal price rose to $148 per ounce from $125. Silver sales increased to 47,043 kgs from 46,065 kgs.

Overall sales revenue was only slightly less than in 1976, but the company had to countenance a further rise in costs and depreciation. During the year the PNG kina was revalued by 2 per cent. against the Australian dollar and by 7 per cent. against the U.S. dollar. This resulted in a realised exchange gain of K2.2m. on the repayment of non-kina loans and there were unrealised gains of K7.8m. on long-term loans.

While it was not expected that Bougainville would match its 1976 performance, the latest results are disappointing. The outlook for the current year is hardly encouraging as far as copper is concerned, with prices running well below the 1977 average.

However, a ray of hope comes with the news that Japanese buyers have returned to their full level of contractual deliveries from Bougainville and have indicated their desire to take some tonnages in 1978 which had been deferred in previous years.

And, of course, the higher bullion price will boost the mine's important revenue from gold production which, incidentally, exceeds that of South African mines such as Blyvoor, St. Helena and Kloof.

Bougainville shares were unchanged at 73p in London yesterday. A stake in the company of 53.6 per cent. is held by Conzinc Riotinto of Australia which, in turn, is 72.6 per cent. owned by RTZ.

Peru's iron ore exports

PERU'S Minero Peru Comercial (Minpeco) exported 6.21m. wet long tons of iron ore products from Hierro Peru's Marcona mine in 1977, compared with 4.53m. tons in 1976. Japan and South Korea were the principal destinations of exports, accounting for 3.74m. tons. A further 1.12m. tons were destined for the U.S., 627,952 tons for Eastern Europe, 371,943 tons for Western Europe, and 356,618 tons for Latin America.

Shipments for domestic consumption in Peru amounted to 453,211 tons. This quantity included 452,631 tons of pellets for Siderperu. Minpeco handles the marketing of Hierro Peru's iron ore production as well as all Peruvian non-ferrous ores and metals in world markets.

Reporting from Canada . . .

IN HIS latest dispatch from the Canadian mining scene our man in Toronto, John Soganich, points out how the fall in company earnings is depressing dividend payments. He reports that a compilation by The Financial Post shows that total mining distributions last year fell to $Can.318.7m. (£148.2m.) from $Can.347.8m. in 1976 and the 1974 record of $Can.431.8m.

On the other hand, the total of payments by all Canadian companies in the Post's compilation rose to $Can.2.81bn. from $Can.2.69bn. in 1976. Industrials and public utilities accounted for $Can.1.54bn. ($Can.1.44bn. in 1976); oils $Can.430.6m. ($Can.385.4m.); financial institutions $Can.523.6m. ($Can.513.2m.).

Of company news, he reports that Kaiser Resources is committing more of its coal-derived earnings in diversifying into oil and gas. The company already has a 1 per cent. participation (at a cost of $Can.5m. in 1977) in the Beaufort Sea exploration of Dome Petroleum.

Now Kaiser expects to incur $Can.16.5m. in drilling expenditures over the next two years in return for up to a 10 per cent. working interest in about 1.1m. acres of oil and gas rights surrounding Sable island, off the east coast of Nova Scotia.

Placer Development, of Vancouver, is one of the few major Canadian mining companies able to report higher net income for 1977. This is because of one major factor: the rise in molybdenum prices in international markets.

Placer is the largest Canadian producer of molybdenum from its Endako mine in British Columbia. Net income last year rose to $Can.20.3m. ($Can.1.68 per share) from $Can.18m. ($Can.1.49) in 1976 when there was an extraordinary item of $Can.3m. plus.

In Nova Scotia it's not just coal mining that is moving ahead. The British-owned George Wimpey Canada plans a new thermal coal operation near Stellarton, and the Crown-owned Cape Breton Development Corporation is seeking a Government green light for a $Can.100m. development at Donkin on Cape Breton Island.

Imperial Oil, through its Esso Minerals Canada division, plans to bring the Gays River lead-zinc property near Halifax into production by late 1969 at a cost of $Can.27m. If all goes as planned, this would represent the first base-metal mine in Nova Scotia in decades.

This could be a 1,500 tonnes of ore a day operation with the possibility that the concentrates would be shipped from the Dartmouth terminal (it adjoins Halifax) of Imperial Nova Scotia refinery.

Ore reserves have been estimated at 12m. tonnes, averaging 7 per cent. combined lead-zinc. Imperial Oil is Canada's largest oil company and is owned almost 70 per cent. by Exxon Corporation.

Grace-Hanna in new coal deal

AMERICA'S W. R. Grace and Hanna Mining have formed a partnership to mine coal near Hayden, Colorado, beginning in late-1978 with an initial output of 750,000 tons a year.

The new venture company is H-G Coal and is owned equally by Grace and Hanna. It will be operated separately from Colowyo Coal, also owned equally by Grace and Hanna, which is developing a 3m. tons per year mine near Craig, Colorado, scheduled for full production in 1980.

The H-G property will be mined by Morrison-Knudsen as contract miners with up to 80 per cent. of the output having already been sold on long-term contract to Celanese Chemical for use in its plant at Pampa, Texas.

The H-G property has reserves in excess of 8m. tons of medium btu low sulphur coal recoverable by surface mining methods.

MINING BRIEFS

NORTH BROKEN HILL—

	Six months to 31.12.77	31.12.76
Production:		
Crude ore (tonnes treated)	227.127	241.262
Assaying:		
Lead (per cent.)	12.78	12.80
Silver (grams/tonne)	227	228
Zinc (per cent.)	10.03	9.84
Lead concentrate (tonnes)	37.544	39.926
Assaying:		
Lead (per cent.)	74.92	75.63
Silver (grams/tonne)	1.288	1.291
Containing:		
Market lead (tonnes)	27.003	28.990
Market silver (kgs.)	46.439	49.469
Zinc concentrate (tonnes)	39.006	42.129
Assaying:		
Zinc (per cent.)	52.66	51.95
Low grade concentrate (tonnes)	7.776	5,167
Containing:		
Zinc (tonnes)	3.445	2.211
Lead (tonnes)	440	235
Silver (kgs.)	2,025	1,199
Financial results:	$A000	$A000
Value production	21.833	19.398
Expenditure	15,052	12,813
Outside exploration	631	405
Administration	765	691
Depreciation	546	496
Profit before royalty & tax	4.839	4.893
Estimd. NSW Govt. royalty	1.377	2.042
Estimated tax	1.293	1.405
Estimated profit	2.169	1,446
Estimated profit (loss) on rural operations	(147)	55
Estimated tax	(68)	(22)
Estimated profit (loss) on rural operations	(79)	77
Other income	2.712	3,181
Estimated income-tax	179	77

KILLINGHALL TIN—January (in output 98½ tonnes (December 47 tonnes).

ELECTROLYTIC ZINC—

PRODUCTION STATEMENT

	4 weeks ended 11/5/78	14/12/77
Risdon Works		
Zinc	11.544	11.446
West Coast Mins		
Ore milled	51.278	43.398
Lead concentrate	1.338	1.382
Zinc concentrate	9.779	9.611
Copper concentrate	1.552	1.304

BH SOUTH—

	24 weeks ended 10/12/77	11/12/76
Queensland Phosphate		
Production days scheduled	136	144
Production days worked	136	145
Phosphate rock mined (dry tonnes)	267.208	189.900
Plant production (dry tonnes)	218.073	151.655
Rock railed to Townsville (dry tonnes)	182.879	145.496
Shipments (dry tonnes)	205.509	116.607
Cobar Mine:		
Production days available	118	118
Production days worked	119	113
	(tonnes)	
Crude ore treated	263.640	296.790
Copper concentrate	14.865	14.061
Copper content	4.248	3.761
Zinc concentrate	15.843	9.390
Zinc content	8.126	4.159
Lead concentrate	2.461	1.917
Lead content	1.229	535
Development:		
C.S.A. Mine		
Lateral (metres)	450	605
Vertical (metres)	171	76

GEEVOR TIN—January: 11,066 tonnes ore treated produced 94 tonnes Black tin (65 per cent. Sn.), including 9 tonnes low-grade concentrates.

COMPANY NOTICES

CIMENTS LAFARGE

8¾% 1971/1986 $US20,000,000 Loan

Notice is hereby given to bondholders of the above loan that the amount redeemable on March 25, 1978 i.e. $US950,000 was bought in the market.

Amount outstanding: $US13,950,000.

Luxembourg,
February 8, 1978.

THE TRUSTEE
FINIMTRUST S.A.

MOTOR CARS

APPOINTMENTS

PUBLIC NOTICES

CENTRAL REGIONAL COUNCIL
£4,000,000 Bills issue date 8/2/78 maturing 10/5/78 and 12/7/78 at 5¹⁄₁₆% and 6¹⁄₁₆%. Applications totalled £16,000,000 and there are £4,000,000 Bills outstanding.

GLASGOW DISTRICT COUNCIL
Bills issued 8.2.78 £4.7m. at 6¹⁄₁₆% maturing 10.5.78. Applications totalled £34.4m. Bills outstanding £8.7m.

PERSONAL

DIAMOND INVESTMENT Seminars (free). For details contact 01-405 8045. Diamond Selection Limited, 57a, Hatton Garden, London, E.C.1.

RESIDENTIAL PROPERTY

W.2—LUXURY 2-Bed., Double Reception, new K.&B., CCH. 1½ years. Suit company. £95 p.w. 286 1816.

CROFT HOUSE—Recently rebuilt to high standards on unspoiled secluded island in Orkneys. Good communications & facilities. £12,250. Saxmundham 2593 (evenings).

ART GALLERIES

THACKERAY GALLERY, 18 Thackeray Street, Kensington Sq., W.8. 01-937 5883. SUSAN HAWKER until 24th Feb.

WITWATERSRAND GOLD MINING COMPANY LIMITED

(Incorporated in the Republic of South Africa)

Directors: H. Wainstein, Y. I. Mia, W. D. Porteous, R. K. Katzenellenbogen, A. M. Mia (Alternate).
Registered Office: 43 Market Street, Johannesburg 2001.

NOTICE TO SHAREHOLDERS

Notice is hereby given that the Annual General Meeting of Shareholders for the financial year ended 30th June, 1977 will be held in the main conference room 1st Floor, Kelvin House, 2 Hollard Street Johannesburg, at 15h00 on Monday the 27th February, 1978, in pursuance to a directive issued by the Registrar of Companies in terms of the powers vested in him by Section 179(4) of the Companies Act 1973 as amended.

Y. I. MIA
DIRECTOR

London Transfer Office:
Hill Samuel Registrars Limited,
6 Greencoat Place,
London SW1P 1PL.

6th February 1978

THE SOUTH STAFFORDSHIRE WATERWORKS COMPANY

NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Company will be held at the Principal Office of the Company, 50 Sheepcote Street, Birmingham B16 8AR, on Thursday, the Second day of March, 1978 at 12.30 o'clock in the afternoon for the following purposes:—

(1) To receive the accounts for the year ended 31st December 1977 and the Reports of the Directors and the Auditors thereon.
(2) To declare final dividends on the Ordinary Stocks.
(3) To re-elect as Directors:—
  (a) Mr John Henry Neville Thompson M.C., T.D., M.A.
  (b) Mr. Geoffrey North Wright, M.B.E., T.D., F.C.A.
(4) To authorise an increase in the remuneration of the Directors to a maximum sum (in the aggregate) of £14,000 per annum.
(5) To reappoint the Auditors.
(6) To authorise the Directors to fix the Auditors' remuneration.
(7) To transact the ordinary business of the Company.

The TRANSFER BOOKS of the Company will be CLOSED from Friday, 17th February 1978 to Thursday, 2nd March, 1978 both days inclusive against Transfers of Ordinary Stock but not against Transfers of Debenture and Preference Stocks.

By Order of the Board
A. W. TIBBENHAM
Secretary.

Birmingham
7th February 1978.

LEGAL NOTICES

In the HIGH COURT OF JUSTICE Chancery Division Companies Court. In the Matters of

No. 00362 of 1978
GEARWORTH LIMITED
No. 00364 of 1978
CHAVEL (ENGLISH AND FRENCH MODES) LIMITED
No. 00365 of 1978
PEACHTON LIMITED
No. 00367 of 1978
SPOTZONE LIMITED
No. 00368 of 1978
STARMAGEM LIMITED
No. 00369 of 1978
CHELSEA NURSERIES LIMITED
No. 00370 of 1978
GRACEGREEN LIMITED
No. 00371 of 1978
SOLARCREST LIMITED

and in the Matter of The Companies Act, 1948

NOTICE IS HEREBY GIVEN, that Petitions for the Winding up of the above-named Companies by the High Court of Justice were on the 2nd day of February 1978, presented to the said Court by THE MAYOR ALDERMEN AND BURGESSES of the Royal Borough of Kensington and Chelsea of the Town Hall, Hornton Street, London, W.8. and that the said Petitions are directed to be heard before the Court sitting at the Royal Courts of Justice, Strand, London WC2A 2LL, on the 6th day of March 1978, and any creditor or contributory of any of the said Companies desirous to support or oppose the making of an Order on any of the said Petitions may appear at the time of hearing, in person or by his counsel, for that purpose; and a copy of the Petition will be furnished by the undersigned to any creditor or contributory of any of the said Companies requiring such copy on payment of the regulated charge for the same.

A. ELLERY
Borough Solicitor,
The Town Hall,
Hornton Street,
London W8 7NX.
Ref: WGM/LT/FG/2L
Tel: 01-937 5464, Ext. 235.
Solicitor for the Petitioners

NOTE.—Any person who intends to appear on the hearing of any of the said Petitions must serve on, or send by post to, the above-named notice in writing of his intention so to do. The notice must state the name and address of the person, or, if a firm the name and address of the firm and must be signed by the person or firm, or his or their solicitor (if any) and must be served, or, if posted, must be sent by post in sufficient time to reach the above-named not later than four o'clock in the afternoon of the 3rd day of March 1978.

CLUBS

ERNATIONAL FINANCIAL AND COMPANY NEWS

SCANDINAVIAN NEWS

Slump in ASEA earnings

BY WILLIAM DULLFORCE

STOCKHOLM. Feb. 7.

ASEA, THE Swedish heavy electrical engineering and nuclear power group, recorded an earnings slump of more than 36 per cent. to Kr.391m. ($84.1m.) in 1977 in spite of a 16 per cent. growth in turnover to *Kr.9.7bn.* ($2.09bn.). Currency losses accounted for over one-third of the decline and were particularly heavy on the parent company, *whose pre-tax profit* before extraordinary items plunged by 55 per cent. to Kr.159m., according to the preliminary figures issued to-day.

Group earnings after extraordinary items come out at Kr.11 a share, against Kr.16.60 in 1976. After reducing sharply the transfer to the inventory reserve. ASEA shows a consolidated net profit of Kr.185m., compared with Kr.156m. in the *previous year. The board recommends* an unchanged dividend of Kr.5 a share, which will take Kr.98.4m.

At the half-way stage ASEA reported an unexpected 25 per cent decline in profit after the management had forecast unchanged carnings at the beginning of the year. The profit slide continued through the second half, which shows earnings of *Kr.189m. against Kr.202m.* for the first half. The devaluation of the krona at the end of August has to be taken *into account, however.*

A sign of ASEA's continuing financial strength is the decline *in net financial costs from* Kr.103m. to Kr.47m., a reflection of the effort put into curtailing the capital tied up in stocks and claims on customers.

Against this must be weighed *the drop in the order inflow,* which was Kr.8.15bn. last year, compared with Kr.8.55bn. in 1976, and the fact that most group subsidiaries have not been able *to use capacity satisfactorily.* Earlier this year the management broke a long-standing employment tradition, when it *opened negotiations with the* unions about redundancies.

The ASEA Board, in effect, warns of a decline in sales and further earnings dip this year. *Its European market* is expected to remain weak, while within Sweden itself industrial investment and production will shrink *again.*

Even if the controversy over Swedish nuclear power policy is resolved favourably for ASEA, no new orders for nuclear plant *can be expected this year.* The Board foresees "cuts in the production apparatus" later this year.

*Simultaneously with publica*tion of the preliminary 1977 account, ASEA announced that it was paying just over Kr.34m. for the stock of Junga Verkstader, a Swedish family concern *producing washing machines* and dishwashers under the Cylinda name. The company has a turnover of Kr.125m. ($26.9m.), of which about Kr.36m. comes from exports.

Handelsbanken lifts dividend

STOCKHOLM, Feb. 7.

SVENSKA Handelsbanken, the second of Sweden's two largest private banks to report preliminary results, increased its operating profit by 7 per cent. to Kr.582m. ($125.2m.) in 1977. Last week Skandinaviska Enskilda Bank reported a 2 per cent. *rise to Kr.6.10m.* ($131.3m.).

Handelsbanken's earnings on the consolidated account, which includes the subsidiary finance and property companies, grew by 12 per cent. to Kr.676m. ($145.5m.).

Earnings per share are given as Kr.54 against Kr.50 in the previous year. The board proposes a dividend of Kr.16 for *each Ordinary share, which after* adjustment for last year's bonus issue compares with Kr.15.31 a share in 1976. It also proposes to pay Kr.6.25 *a share on the* newly issued index-linked shares, making a total dividend payment of Kr.89.2m. compared with *Kr.82m. in the previous year.*

Interest costs hit Christiania Bank

By Fay Gjester

OSLO, Feb. 7.

CHRISTIANIA BANK og Kreditkasse, one of Norway's largest commercial banks, reports a 30 per cent. rise in assets last year, to Kr.10.5bn. Net profits slipped *to Kr.43.5m.* ($8.4m.) *from* Kr.58.9m. in 1976, reflecting increased interest costs and substantial loan write-offs (Kr.36m.). The net result was, however, *more than adequate to* allow payment of unchanged 11 per cent. dividend (totalling Kr.33m.). Equity capital rose *from* Kr.395m., at end-1976, to Kr.472m., chiefly through an increase in share capital of Kr.70m. to Kr.300m.

Meanwhile, in response to the Government's call for curbs on consumer credit, Norwegian banks have temporarily suspended the special borrowing privileges hitherto granted to customers with "wage accounts" *—that is, those whose salaries* are paid directly into a personal bank account. Until the weekend, such customers were *entitled to borrow up to a* month's wages without security and without the loan having to *be approved by their bank* managers.

Hoffmann-La Roche in reverse

BY JOHN WICKS

ZURICH, Feb. 7.

GROUP TURNOVER of the Hoffmann-La Roche chemicals and pharmaceuticals concern should be of the order of some *Sw.Frs.5.6bn. ($2.9bn.) for 1977,* according to the management of parent company, F. Hoffmann-La Roche and Cie. AG, as reported *in the Basle daily* "Basler Zeitung." This would compare with sales of Sw.Frs.5.11bn. for the previous year.

Net profit of the Swiss parent undertaking *is, however,* expected to be below the 1976 level of Sw.Frs.72m., profitability having been adversely affected by the *sharp further increase* in the Swiss franc exchange rate. Losses of potential income caused by the monetary situation are expected *to be at least* double those for 1976.

Credit Suisse sued by IOS liquidators

THE ZURICH-based bank, Credit Suisse, has been sued for at *least $60m. by the liquidators of* the former I.O.S. fund, International Investment Trust (IIT) in Luxembourg. A civil suit is to be heard by the Zurich Commercial Court. The fund's liquidators allege that Credit Suisse was trustee for IIT money until March, 1972, and that it contravened its duties as such to the *detriment of investors.*

The bank said to-day that it had never been a trustee for the fund, but only a cash depositary. *It had had no influence on the* management of the IIT, and had never been active in the sale of certificates to investors. Credit Suisse said that claims for *damages were therefore unjusti*fied, the bank having conformed to its contract.

Peru discussing further loans

BY MARY CAMPBELL

A TEAM *of Peruvian officials is* currently visiting Europe to discuss the possibility of a further international bank loan *to help Peru repay loans which* fall due this year. It had earlier visited U.S. and Canadian bankers, and will go on to Tokyo.

According to London bankers, the team is seeking a new loan of $250m. Some $800m. falls due for repayment this year, bankers say.

The visiting team is reportedly led by Dr. Alvares Menesses, and also includes Jose Luis Bousset (president of the Banco Popular), *Fernando Reus* of the Ministry of Finance and Jaime Crosby of the Central Reserve Bank.

Bankers' main reaction was that further loans to Peru would have to be tied in to IMF standby credits, in that Peru must stick to domestic financial and economic policies which enable it to continue to draw on standbys from the IMF.

No decision appears to have been taken by the banks yet, though some *say* that further *funds will have to be found* quickly if Peru is not to default on its external debts. Nor has a structure for a loan syndicate emerged. Bankers continue to *maintain that Peru has not yet* fallen into arrears on any major debt.

Heavier loss seen for Alfa Romeo

By Paul Betts

ROME, Feb. 7.

ALFA ROMEO, the Italian state-*controlled car manufacturing* group, is expected to report substantial losses for the year which ended in December, probably higher *than* the previous year's L80bn. ($93m.).

Although the company declined to comment on a Rome newspaper report that Alfa Romeo lost L140bn. last year, a spokesman said that the company expected to report losses for 1977 that could exceed the 1976 total.

Alfa Romeo is currently involved in protracted negotiations with the labour unions in an attempt to reach agreement *on an urgently needed group* reorganisation plan.

The major less-making area for the group is its Alfa Sud car *plant near Naples, which has* been plagued by repeated labour troubles and low productivity.

Although the company still *intends to build a new Alfa Sud* plant, it has pointed out that its *future investment programme* largely depends on its reorganisa*tion plans, which in turn hinge* on the negotiations with the trade unions.

Istituto per la Ricostruzione Industriale (IRI) to-night confirmed the seriousness of Alfa Romeo's current situation. IRI controls the troubled car group. In a communique, Finmeccanica, IRI's mechanical and engineering holding company, has confirmed the group's intention to seek a solution to Alfa's Romeo's *current difficulties in order to* safeguard the future of the company.

Thyssen appeal turned down

By Leslie Colitt

WEST BERLIN, Feb. 7.

THE CARTEL bench of the Berlin Appeal Court has turned down an appeal by Thyssen Industrie AG of Essen against a decision of the Federal Cartel Office in West Berlin and the West German Economics Ministry partially dissolving a Thyssen merger which took place in 1973. *In the autumn of that* year, Thyssen took over the Ludwigshafen firm of Karl Hueller GmbH and formed the Hueller-Hille GmbH, which has a turnover last year of DM200m.

The Cartel Office subsequently prohibited the merger, saying that Thyssen was seeking "market domination" in a sector previously shared by medium-sized companies making *automated transfer lines for the* car industry.

Thyssen then sought recourse *to the Federal Economics* Ministry to get the merger approved, but the then Economics Minister Hans Friderichs *decided to allow Thyssen to take* a 45 per cent. stake in Hueller and to relinquish 55 per cent. Thyssen appealed to the Berlin *Appeal Court,* which has now upheld the decision of the Economics Ministry.

Thyssen now has one remain*ing legal avenue left,* and that is to take the case to the Federal Supreme Court in Karlsruhe.

Generale de Belgique to pay more

SOCIETE GENERALE de Belgique SA, Belgium's largest holding company, increased profits in 1977 and has proposed a net dividend of B.Frs.140 per share, against B.Frs.135 previously, reports Reuter from Brussels.

In a statement, Societe *Generale said its 1977 profits* were higher than 1976 but showed the effects of the severe recession which has hit the economies of most industrial countries.

The company *gave no profit* figures for last year. In 1976, net profits was B.Frs.765m. ($23.5m.) and in 1975 it paid B.Frs.175 a share on net *profits* of B.Frs.1.3bn.

Petrofina

EUROPEAN refineries of Petrofina, the Belgian-based oil group, operated last year at 82 per cent. *of full capacity.* Petrofina informs us. It was incorrectly stated in the Financial Times of January 31 that Petrofina's European refineries were working at about 60-65 per cent. of full capacity.

EUROBONDS

Activity falls in D-Mark sector

BY FRANCIS GHILES

ACTIVITY WAS much reduced in the D-Mark sector yesterday as German bankers turned their *mind to Lent festivities.* However, demand for new issues remains strong. Commerzbank was thus able to increase the *amount of the New Zealand bond* from DM200m. to DM250m. Terms are otherwise unchanged.

In both the dollar and sterling sectors there was very little activity. *Dealers said that* although both the dollar and interest rates had stablised for the time being, uncertainty prevailed *about future trends.*

The French State railways concern SNCF is planning to raise Y20bn. next March. An interest *rate of 6.7* per cent. is expected. SNCF should be followed in May in the Tokyo market by the French State electricity company, EDF.

Yen-denominated bonds floated in Japan by foreign borrowers in the current fiscal year (which ends on March 31) will probably *amount to a total figure of* Y479bn. The previous record was set in 1972, when Y70bn. worth of bonds for foreign *borrowers were raised in Tokyo.*

Three yen bonds worth Y90bn. are scheduled for February, an increase on the previous monthly *high, set last December, of* Y85bn February issues include Y50bn. for Australia, Y15bn. for the City of Oslo and Y25bn. for *Norway.*

Apart from SNCF, March should see the Asian Development Bank and the Philippines *raising bonds worth Y20bn. each.*

BONDTRADE INDEX

	Yesterday	Monday
Medium	99.75	99.74
Long	93.66	93.67

AMERICAN NEWS

Record profits for General Motor

BY JOHN WYLES

NEW YORK, Feb. 7.

GENERAL MOTORS *Corporation surpassed all previous records in* 1977 for net income, earnings per share and dividends, but is increasingly concerned about the impact of inflation on its finan*cial position.*

At $3.338bn., net income was nearly $1bn. higher than the previous record of 1973 when total car and truck sales were *only 384,000 fewer than last* year's 9.068m.

Nevertheless, the chairman of General Motors, Mr. Thomas Murphy and the president, Mr. *Elliott Estes, yesterday* voiced concern that inflation had reduced the company's profit margin from 10.3 per cent. in 1965 to 6.2 per cent. in 1976 and 6.1 per cent. last year.

"Specifically, GM's real net income in 1977 was only 2 per cent. more than in 1973, even though 1977's real dollar sales were 13 per cent. higher. Furthermore *over a longer time period, real* net income in 1977 was 18 per cent. below 1965 despite a 38 per cent. increase in real dollar sales," said the two executives.

Total factory sales of cars and *trucks in the U.S. and abroad to*gether with other GM products brought in revenue of $55bn., more than 16 per cent. higher than the year before. Net income was 14.8 per cent. up on 1976 with an earnings per share increase from $10.08 to $11.62.

Dividends paid on common *stock reached a record $6.80.* in 1977, which on last night's closing share price *means a price-earnings ratio of 5* and a yield of more than 11 per cent.

Fourth quarter earnings of $935.5m. were more than 17 per cent. up on the year before and also proved a record. World-wide factory sales reached $2.3m. *cars and trucks and dollar sales* came in at $15.1bn., nearly 16 per cent. higher than the previous year.

The fourth quarter earnings are particularly interesting because they *coincided* with a *slight softening* in U.S. demand for GM cars, although commercial vehicle sales by dealers were higher than the year before.

GM's market *share of* U.S. domestically-produced cars stands at around 55 per cent., and t company has not yet shown a sign of climbing down from extremely bullish forecasts abo sales prospects this year. Wh *most analysts are forecasti* total passenger car sales in t U.S. of between 10.5 and 11 this year, GM has predict 11.75m., which is some 550,0 units more than last year.

AP-DJ reports from New Yor General Motors Acceptance C poration said its simultaneo public offerings of $150m. notes *due 1988 and* $150m. debentures due 2008 are expect to be made Thursday rather th to-morrow due to weather con tions in New York City. Tentati *offerings terms will probably* set late to-morrow.

Dutch take over Dillard Stores

BY CHARLES BATCHELOR

AMSTERDAM, Feb. 7.

HOLLAND'S largest retail chain, the privately-owned Vroom en Dreesman (V and D) group, *to-day announced its second* major acquisition in the U.S. within four months. V and D will acquire a total of 34 per cent. of the Ordinary *share capital of* Dillard Department Stores Incorporated, of Little Rock, Arkansas, in three equal annual instalments for $24m. in cash.

The first tranche of 340,000 *shares will be acquired at $23.50* per share on or before April 1 with the remaining two-thirds of the purchase taking place in 1979 *and 1980. V and D* will then have 1.02m. shares of Dillard.

Dillard operates 37 department stores in new shopping centres in the south western U.S. and the mid-West. It had turnover *of $275m. in the just-ended book* year and plans to open five further stores in Texas and Oklahoma this year.

The purchase will take place through V and D's Vendamerica subsidiary.

This transaction follows very quickly on the *purchase of a holding of just* under 20 per cent. in the outlet company of Providence Rhode Island. Professor *Anton Dreesmann, president of* V and D, said at the time of the announcement of that deal last October that further expansion in the U.S. *could be expected* but it was unlikely to happen within a year.

V and D is *now represented* on both sides of the American continent since the outlet company has stores between *Wisconsin and the East Coast.* The Dutch company had 1976 sales of Fls.3.4bn. and net profits of Fls.62m.

Fruehauf to buy Netam

BY OUR OWN CORRESPONDENT

AMSTERDAM, Feb. 7.

FRUEHAUF Corporation of Detroit plans to acquire the entire Fls.4.8m. share capital of the Rotterdam-based trailer and *container manufacturer Netam.* The American company, which is one of the largest makers of specialised transport materials, *already has 33.5 per cent. of* Netam's ordinary stock and about half of the priority stock which is not publicly quoted, both com*panies said.*

Contact between the two firms dates from 1962 when Netam signed a licence agreement with Fruehauf and in 1969 the American company took a 10 per cent. stake in Netam.

Netam last paid Fls.5 per Fls.100 *nominal* share in 1974 and made a net loss of Fls.3.6m. on sales of Fls.31m. in 1976. It also expects to announce a loss for 1977.

Netam's shares were suspended at Fls.40.90 on the Amsterdam Stock Exchange. The bid depends *on the approval of Netam's* Supervisory Board and of the unions. Netam employs about 400 workers.

Upturn at American Cyanamid

AMERICAN CYANAMID manufacturer of medical, agricultural and chemical products, announced netearnings of 77 cents *a share for the fourth quarter* of 1977, against 66 cents previously. Total net earnings were $36.6m. against $31.5m. Sales *rose to $642.5m. from* $537.7m.

Earnings for the full year totalled $2.92 a share, against $2.84, and net earnings $139.4m. compared with $135.8m. Sales were $2.41bn. against $2.09bn. (1977 sales include $96.0m. in *revenues of Formica Interna*tional which became a 100 per cent. owned Cyanamid unit in April).

*Cyanamid said Formica pro*ducts sales were up 68 per cent. and operating earnings were about triple those of 1976. The *turnaround in the some construc*tion market during 1977 combined with further progress in remodelling and furniture contributed to the *sales gain for* Formica decorative laminates.

Sales of medical products, *speciality chemicals, consumer* products and agricultural products also rose, the company said.

Cyanamid's chief executive Mr. *James G. Affleck said that during* the year plants valued at about $130m. were brought on stream and the total for 1978 should be *about $200m.*

The company said it spent $96m. on research and development in 1977, an increase of 16 per cent. above *the $83m. spent* in 1976.

Agencies

Broker faces stock suit

CHICAGO, Feb. 7.

LOEB Rhoades Hornblower and Co. *and several individuals were* sued for $20m. in U.S. District Court here by the Securities Investor Protection Corporation's Trustee for Swift Henke and Co., a Chicago brokerage *firm that* filed for bankruptcy last year.

Loeb Rhoades and several of its employees were charged with conspiring to artificially inflate the *stock prices of Olympia* Brewing, Lawry's Foods, Stange Corporation, and Fay's Drugs from January 1, 1975, through *February, 1977.*

Reuter

NYSE responds to SEC

NEW YORK, Feb. 7.

MR. WILLIAM M. BATTEN, the chairman of the New York Stock Exchange, said a high-level, full-time task force has been assigned to develop an "action plan" in *response to a policy statement of* the Securities and Exchange Commission on the development of a national market system.

Mr. Batten, in remarks prepared for delivery to the National Trust Conference of the American Bankers' Association, *said the NYSE intends* "to respond as positively and constructively" as it can "to the request for comment on the *many practical and conceptual* issues raised by the Commission."

However, the Exchange does have "some questions and reservations about some of the issues" raised by the SEC at least pending *closer* study and analysis to define those issues more closely.

One element of the national market system, he said, must be to *maximise competition among* separate, autonomous market centre components of the system.

"Each market centre must have *full freedom and flexibility* to develop innovative techniques, practices and services to support its market-makers' efforts to *attract order flow,"* he added.

Reuter

Internat. Aluminum to raise dividend

LOS ANGELES, Feb. 7.

INTERNATIONAL ALUMINUM Corporation had sharply higher net income for the fiscal second *quarter and first half ended* December 31 and will increase its dividend within the next six months, said Mr. John P. Cun*ningham, the president.*

Mr. Cunningham said that for the second quarter earnings increased to around $1.6m., or 75 cents a share, from $942,000 or 46 cents a share, a year ago. Sales were about $21m., up from $15.6m.

For the six months, he said, earnings were about $1.52 a share, *up from 95 cents last year* and sales increased to about $41m. from $30m.

The dividend increase, to be made within the next six months, will reflect the company's higher earnings, *said Mr. Cunningham.*

International Aluminium currently pays a quarterly dividend of 17½ cents a share making 70 cents for the full year.

Reuter

Court setback for Deltec

DELTEC INTERNATIONAL, the Nassau based investment and merchant banking group, has suffered a setback at the hands of the Argentine Supreme Court. The Court has decided to leave Deltic responsible for the debts of Compania Swift de la Plata, a large Argentine meat packing *company and a subsidiary of* Deltic.

According to Deltic, the assets of Swift which had been confiscated and managed by the Argentine Government since 1971, were sold recently for more than $35m., sufficient, it claimed, to pay the $12m. owed to Deltic and the $18m. *owed to other* creditors. But this distribution was being blocked by the Argentine Government to whom Deltic is now appealing.

Bright outlook at Boeing

SEATTLE, Feb. 7.

BOEING expects 1978 sales will be "considerably higher" than *the $4.02bn. reported earlier for* 1977.

The company said its forecast is based on current programmes and includes an anticipated decline in military business. Boeing said the highlight of 1977, in which earnings rose 75 per cent. above the prior year, was a strong demand for new jet transports.

The company reports fourth-*quarter net profit of $55.8m. (or* $1.31 a share) against $37.5m. (88 cents) in the final 1976 quarter. The per share net *reflects a two-for-one stock split in August, 1977.* Sales in the quarter fell to $1.13bn. from $1.21bn.

For the year as a whole, net profit came out at $18.3m. ($4.24 a share) against $10.29m. (or $2.42). Full-year sales were $4.02bn., up from the $3.92bn. in 1976.

Boeing says it is continuing work which could lead to production during 1978 of a new 180 to 200-passenger medium-range aircraft. Airline interest *in this project is growing, the* company said.

The quarterly dividend is being raised to 30 cents a share from 25 cents, and a special dividend of 25 cents has been declared.

Agencies

Xerox lifts quarterly payment

NEW YORK, Feb. 7.

Xerox Corporation has increase the quarterly dividend to cents from the 40 cents pa previously, payable April *reports Reuter. Xerox also a* nounced that the annual mee ing will be held on May 18 San Francisco.

Meanwhile, AP-DJ reports th Blue Bell Inc. has raised quarterly dividend to 35 cen from 30 cents.

Shell cheerful

SHELL OIL forecasts earning prospects *for oil products* bette than they have been in year and expects the trend to co tinue. Agencies report fro Houston. Mr. H. H. Denik vice president in charge of products, said demand petroleum products will co tinue to grow, but at a rate low historical rises. Mr. Deni said demand will grow becau developing alternative resour will require many years. Be tween now and 1990, fuel us for industrial and power gene tion may more than double 8m. barrels a day.

IFC investment

The International Finance Co *poration (IFC),* an affiliate the World Bank, is making first investment in a ventu capital company, AP-DJ repor *from Washington. IFC is* inve ing $843,400 to expand Socie Espanola de Financiacio de Innovacion, the first ventu capital company in Spain. company's *purpose is to* small and medium-scale en prises by supporting their use industrial innovations and co *mercial applications* of resea and development to facilitate growth and financial equilibri of the companies.

Caterpillar optimistic

PEORIA, ILL., Feb.

Caterpillar Tractor said expects *increased sales* vol in 1978 due to a gener improved economic climat nearly all parts of the wor reports Reuter *from* Peo *Illinois.*

The company earned $5. share in 1977 on sales of $5. The U.S. accounted for $2. of sales volume and Eu *Africa and* the Middle $1.62bn.

General Tire

General Tire and Rubber said the chemical-pl division formed a new co to administer *chemical* tions, reports AP-DJ Akron, Ohio. The new chemical company wil responsible for product that *involve synthetic* ru polyvinyl chloride resins lattices for adhesives, backings and paper coatin

CompAir, Watts de

The Department of Price Consumer *Protection* sai doesn't intend to refer Com plans to acquire the fluid division of Watts Regul the U.S. *to the U.K. Mon* and Mergers Commission reports from London.

Farah files this we

Farah Manufacturing p Andrew G. Galef, in *to an inquiry* from Reute the company plans to delayede 10-K filing wi Securities and Exchange *mision this Friday,* Reuter from El Paso, Te

IBM Italia

IBM ITALIA, the Italia diary of the U.S. Inte Business Machines gro ported to-day a turno *L758.8bn. ($875.4m.)* last against L640.2bn. in 197 Export sales last year L186bn., while the co new investments amounted to L147bn.

U.S. QUARTERLIES

H. F. AHMANSON

Fourth Quarter	1977 $	1976 $
Revenue	229.0m.	189.0m.
Net profits	29.0m.	22.0bn.
Net per share...	1.28	0.96
Year		
Revenue	865.0m.	684.0m.
Net profits	104.0m.	68.0m.
Net per share	4.55	3.00

ANHEUSER-BUSCH

Fourth Quarter	1977 $	1976 $
Revenue	525.0m.	446.0m.
Net profits	16.7m.	7.2m.
Net per share...	0.37	0.16
Year		
Revenue	2.23bn.	1.75bn.
Net profits	91.9m.	55.0m.

EMERSON ELECTRIC

Fourth Quarter	1977 $	1976 $
Revenue	501.3m.	409.9m.
Net profits	35.9m.	32.4m.
Net per share...	0.67	0.56

GRUMMAN

Fourth Quarter	1977 $	1976 $
Revenue	447.0m.	409.0m.
Net profits	8.0m.	2.0m.
Net per share...	0.97	0.24
Year		
Revenue	1.56bn.	1.52bn.
Net profits	32.0m.	24.0m.

LONE STAR INDS.

Fourth Quarter	1977 $	1976 $
Revenue	241.0m.	183.0m.
Net profits	8.0m.	7.0m.
Net per share...	0.71	0.64
Year		
Revenue	861.0m.	719.0m.
Net profits	30.0m.	27.0m.
Net per share...	2.66	2.44

MASCO CORP.

Fourth Quarter	1977 $	1976 $
Revenue	119.3m.	98.7m.
Net profits	10.8m.	10.0m.
Net per share...	0.41	0.38
Year		
Revenue	450.7m.	423.2m.
Net profits	49.7m.	47.1m.

PITNEY BOWES INC.

Fourth Quarter	1977 $
Revenue	176.7m.
Net profits	12.0m.
Net per share...	0.89
Year	
Revenue	608.0m.
Net profits	38.5m.
Net per share...	2.70

QUESTOR CORP.

Fourth Quarter	1977 $
Revenue	119.3m.
Net profits	*3,000
Year	
Revenue	469.6m.
Net profits	3.0m.
Net per share...	0.32

U'S EXPANSION PLAN

eeping watch on Big Brother

ARLES SMITH, FAR EAST EDITOR, IN TOKYO

OTORS, Japan's number ck and bus manufac- announced plans for a rease of passenger car n involving the treb- urrent production levels next three to four years. nsion will involve close ion with General which owns a 34 per- e in Isuzu and is already the company with mar- d technical assistance. roduced 76,480 passen- last year but car sales for only 12 per cent. urnover with the re- coming from large (31 per cent.), small per cent.) and engines (23 per cent.).

mpany's target for an d date in the early 240,000 passenger cars with sales divided qually between exports home market. Isuzu o predict what propor- s sales will be in the passenger car sector by the time the target is reached but agrees that it will be well above present levels.

Isuzu had a barely visible presence in passenger cars market between 1971 when General Motors acquired its present stake in the company, and 1974 when it introduced the 1,600 cc Gemini as its first major GM-assisted venture into the car market.

Passenger car exports, based mainly on the Gemini, grew from almost zero in 1973 to 22,000 in 1975 and to over 50,000 in 1976 when Isuzu started selling in the U.S. through the GM distribution network. There was a fall in sales last year as excess inventories were run down in the U.S., but the company is expecting exports to grow again in 1978.

Gemini exports to the U.S. are to be stepped up to between 3,000 and 4,000 units a month (from the 1977 level of 2,000 to 3,000 units). In the field of small trucks Isuzu hopes to build up U.S. sales of its "LUV" truck to 9,000 units per month from the present level of 6,000 to 7,000 units. LUV trucks are distributed in the U.S. under a Chevrolet label but with the words "by Isuzu" also appearing on the bonnet.

Isuzu says it should get plenty of support from GM for its U.S. marketing effort for the next two to three years. After 1980, however, GM's interest in promoting "captive" imports of small cars into its home market could diminish. One reason why this might happen is that under the proposed U.S. energy legislation captive imports will be eligible for inclusion in calculations of the overall fuel-mileage performance of cars produced by the U.S. motor industry (required to meet guidelines in the proposed legislation). After 1980, U.S. manufacturers will probably have to conform to the guidelines entirely on the basis of domestic production.

Isuzu says it should get plenty of support from General Motors for its U.S. marketing effort for the next two to three years. After 1980, however, GM's interest in promoting "captive" imports of small cars into its home market could diminish.

Because of the likelihood that it may get less support from GM in the U.S. market after 1980, Isuzu is asking GM to help it sell more cars in South East Asia, the Middle East, Latin America and Africa. The company claims that the Gemini now enjoys a distinct competitive edge over similar cars from Opel (GM's West German affiliate) in South East Asia and the Middle East. It expects to push sales actively in these *regions although the formal* position is that GM distributors are free to decide which models from any of the various GM affiliates they wish to handle.

Isuzu's sales effort in Europe is currently confined to fringe countries like Portugal and Greece. The company claims that it has no intention of trying to compete against Opel on its home ground inside the EEC. It has "no comment" on rumours that a version of the Gemini might be assembled from imported parts at one of the Vauxhall plants in Britain.

Isuzu declared a dividend last December for the first time after seven years of chronic financial difficulties. The company seems now to be headed for steadily increasing profits. However, reaching the 240,000 per year passenger production target will include major new investments both in production facilities and —probably—in the development of a new model to supplement the Gemini.

Battle brewing for NACL

BY LAURENCE STEPHENS

SYDNEY, Feb. 7.

A HARD-FOUGHT battle in the stock market has been brewing in Australia for control of North Australian Cement Ltd. (NACL), a Queensland group and one of the state's two major suppliers of cement.

The fray began in February 2, when Adelaide Steamship Company made a cash offer of $A4.80 for 50 per cent. of each shareholder's stake—its seventh takeover bid in two years—valuing the whole company at $A9.7m. (U.S.$11m.) and the shares under offer, which do not include the 17.5 per cent. stake already held by Adelaide Steamship, at $A3.9m.

The shares immediately became active on the market, jumping from $A3.20 to $A4.80, the bid level, in the first sale of the year. These levels compare with NACL's net asset backing of $A5.14, a market peak last year of $A3.70, and a market low of $A2.90.

The first indication of opposition to the bid came on Monday, when the price bid was up to $A5.13 in intense trading. The fact that those making offers under Australian stock exchange rules must raise their bids to the highest price paid in the market made it doubtful that the buying was being transacted by Adelaide Steamship.

Adelaide Steamship's next move confirmed that there was a rival buyer in the market The takeover specialist suddenly withdrew its partial bid, announcing that it was retiring to study its tactics in the light of the transactions at over $A4.80. This does not prevent it from making a higher bid later

The identity of the opposition is still not known for certain, but speculation revolves around NACL's only real rival in the Queensland market, Queensland Cement and Lime. Like Adelaide Steam, Queensland Cement was a founder shareholder of NACL and has held a 17.5 per cent. stake in its competitor for many years. Both Adelaide Steam and Queensland Cement are represented on the NACL Board.

It is thought that if Queensland Cement does threaten to gain a controlling interest in NACL, the move will come under the scrutiny of the Trade Practices Commission, since it would mean a virtual monopoly of the Queensland cement market by Queensland Cement and Lime.

Meanwhile, the shares are still trading heavily. The price rose to $A5.16 at the close in Sydney to-day, but the Brisbane market bid them down to $A4.85. Most of the action is taking place in Brisbane, where about 160,000 shares, or about 7.8 per cent. of the capital, changed hands to-day.

NACL made its first belated comment on the situation to-day when it issued a strongly worded warning to shareholders not to sell their holdings. The company announced a profit lift of 69.8 per cent. to $A713,000 (U.S.$813,000) in the December half as evidence of its strength, and lifted interim dividend from 12 cents to 14 cents a share.

The directors said that in the past five years, net profit had risen by 85 per cent. and dividends had increased by 90 per cent., and they revealed that sales in the 12-month period to January 31 had reached a record level by a small margin. The warning was signed by the company's three independent directors.

Fibremakers discuss link

OSAKA, Feb. 7.

TEIJIN is prepared to discuss possible collaboration with Unitika, another Japanese synthetic fibre maker, to help it over a protracted recession in the industry, Mr. S. Ohya, the president of Teijin, said here to-day.

The statement gives the possibility of a third group being formed in the recession-hit industry, which has been urged to restructure and reorganise itself into four groups.

Mr. Ohya said that he was willing to discuss the issue with the Unitika president, Shinrokuro Kodera, but declined to comment further.

Meanwhile, in Tokyo, Asahi Chemical Industry Company and Kanebo, two other synthetic fibre producers, announced that they have reached final agreement to set up a joint sales company for nylon, polyester and acrylic fibre and staple in Japan in an effort to overcome the present market slump.

This is a second grouping in the industry, following the first, formed by Toyobo and Mitsubishi Rayon Company in November.

Agencies

Eight Dutch loss-making spinners to merge

By Charles Batchelor

AMSTERDAM, Feb. 7.

HOLLAND'S LOSS-MAKING spinning mills are to be grouped in one company, in which the state will take a 49 per cent. share. The eight companies now operating will close four of their 11 mills and shed about 1,250 of their 2,700 workforce.

The state is to put up about Fl.120m. ($53.3m.) for its share in the new company, to be called Spinnerij Nederland, and to cover losses expected in the first two years. It is, however, very reluctant to finance redundancy schemes, which it believes should be met by the employers.

The unions, employers and Government will meet later this week in The Hague for a second round of discussions. The three sides failed to agree yesterday on a redundancy plan, with the unions seeking wage guarantees for older workers for two years compared with the one year contained in the present proposals.

The closures will worsen unemployment in Twente, in the depressed eastern region of the country. The present restructuring is the latest in a series of attempts to save the Twente textile industry, which has been badly hit in recent years by cheap imports.

The companies involved in the plan are among the largest textile concerns in Holland, including Nijverdal-ten Cate and Stoomspinnerij Twenthe, both based in Almelo, and Tubantia and Bamshoeve Beheer, both of Enschede.

UM TERM LOANS

ageot-Citroen debut

ANCIS GHILES

FRANCE'S leading pri- panies, PSA Peugeot- is raising a medium on terms which are fine as those enjoyed state guaranteed bor- ch as Electricite de Caise Nationale des unications (CNT). The PSA Peugeot-Citroen is for eight years on of ⅝ per cent. through- e is a five years grace the first loan for the formed about two when two of France's car manufacturers Joint lead managers current operation are eres, Morgan Guaranty Societe Generale.

ank of Finland has a $200m. six year loan oup of banks led by Other terms are not but are probably finer obtained by this bor- en it last was in the the spring of 1977 and 00m for seven years spread of 1 per cent. st two years, rising to t.

l amount of undrawn redit available to the Finland currently o $600m. This figure he amount of the loan unced.

European borrowers ry busy. The $100m. oan for Romania being by National West- cludes a split spread ent. for the first three ing to 1 per cent. Romania thus becomes the third Comecon borrower to break the 1 per cent. spread barrier. Hungary is likely to be the next.

Intrac Handelsgesellshaft of East Germany is raising its second loan in the market — $100m. for six years on a spread of 1 per cent. for two years rising to 1¼ per cent. Lead manager, as for the first loan last year is Girozentrale of Vienna. The loan is guaranteed by the East German Foreign Trade Bank. It may seem surprising that East Germany has not followed other eastern European countries where the lowering of spreads is concerned, but many bankers feel that Intrac has to pay the more as it is still a relative newcomer to the market. Were the Foreign Trade Bank of East Germany to come to the market itself, it would get finer terms than Intrac.

A further point about the Intrac loan agreement is that it is written in German and will be governed by Austrian law. The change reflects simply the greater Austrian banking interests represented in the current loan. Last year the importance of the Swiss banking interests involved justified the loan agreement being governed by Swiss law.

The loan for San Miguel Corp. of the Philippines has been increased to $150m. from an initial $100m. The spread the borrower is paying for ten-and-a-half years is split—1⅛ per cent. for the first five years, rising to 1¼ per cent. for the following three and 1⅜ per cent. for the last two and a half.

TED EURODOLLAR BOND PRICES MID-DAY INDICATIONS

	Bid.	Offer
lia 8½pc 1989	96½	97¼
987	96½	97½
pc 1992	95	95¾
k-S. 8½pc 1992	97¾	98¼
k. 8½pc 1993	[illegible]	97¾
1992	97½	98
way 8½pc 1988	96¾	97¾
nal 8½pc 1986	97¾	98½
pc 1984	99¾	100¼
5	98½	99
97	96¾	97¾
92	98½	99
89	98	98½
c 1989	96½	97
86 Nov.	100½	101½
aper 8½pc 1984	99	99½
8½pc 1992	100¾	101¼
c 8pc 1992	95¾	96¼
97	96¾	97¼
9½pc 1986	102¼	103¼
Hoedel 9pc '92	98	98½
kuson 9½pc 1991	102¼	103
c 1989	101	101½
Fin. 8½pc 1992	97	97½
l Bd. 8pc 1987	94½	95
inster 9pc 1986	101½	102¼
d 9pc 1989	99½	100¼
Br. 8½pc 1993	95½	96¼
1989	95¾	96½
5 8½pc 1992	95½	96¼
SS	100¼	101
omes 9pc 1991	95¾	96¼
c 9pc 1995	95¾	96¼
tch. 8½pc 1988	99½	100
tional 9pc 1987	94¾	95
192	94½	95
ust 8½pc 1989	92	92¾
lda 9pc 1991	98½	99¼
87	92¾	93½
lom) 8½pc 1987	95½	96½
alts 9pc 1989	98½	99½
987 March	92½	93½
pc 1984	95	95½
7½pc 1987	94	94¾
a Hyd 7½pc '85	93¾	94¼
½pc 1984	99	99½
al 8pc 1986	98	98½
92	96	96½
89	96½	97
1982	96¾	97¼
84	96½	97
8½pc 1984	96½	97½
7½pc 1992	97¾	98¼
c 1983	97½	98½
c 1983	99½	100½
rban 8½pc 1989	100	100¾
ick 8pc 1984	96½	97½
Prov. 8½pc '83	101½	102
d 8½pc 1988	97½	98¼
Bank 7½pc 1984	95½	96
o 7½pc 1982	97	97½
e 1982	96½	97
ro 8pc 1987	95	95½
1982	100½	101
Elec. 8½pc 1981	99½	100½
lom) 7½pc 1982	97	97¾
le Co 7½pc '82	98½	97½
c 1984	98½	99
c 1987 May	93½	94½
7½pc 1987	93½	94½
pc 1989	98	98½
89	99½	100¼
89	99	99½
92	97½	98½

STERLING BONDS	Bid	Offer
Finance for Ind. 9¾pc 1987	99	99½
Fisons 10½pc 1987	100½	101½
Rowntree 10¾pc 1988	98½	99½
Total Oil 9½pc 1984	97½	98½
DM BONDS		
Austria 6½pc 1985	106½	107½
BFCE 7pc 1987	104¾	105¼
Denmark 6½pc 1989	105½	106½
EIB 6¾pc 1984	107½	108
Grand Met. 7pc 1984	102	102½
Hydro-Quebec 6½pc 1987	102	102½
ICI 6¾pc 1987	105	105½
Montreal 7pc 1987	102½	103½
Norges Gas 7pc 1989	107½	108
Norsk Hydro 6½pc 1989	104½	105½
Norway 5¾pc 1982	104	104½
Shell 6½pc 1989	108	108½
Spain 6½pc 1984	101½	102½
Sweden 6½pc 1984	105	105½
World Bank 6½pc 1987	103½	104½
FLOATING RATE NOTES		
Bank of Tokyo '84 7 15/16pc	99	99½
BFCE 1984 7pc	98½	98¾
BNP 1983 7pc	99½	100¼
CCF 1985 8pc	99½	99¾
CGMF 1984 6 15/16pc	98½	98¾
Creditanstalt 1984 7⅝pc	98¾	99¼
Credit Lyonnais 1987 6¾pc	99½	99¾
DG Bank 1982 7 13/16pc	99½	100¼
GZB 1981 7½pc	100½	100¾
Intl. Westmnstr. '84 7 15/16pc	99½	99¾
Lloyds 1983 7½pc	100	100½
LTCB 1983	99½	99¾
Midland 1982 8pc	101½	101¾
Midland 1987 7 11/16pc	98½	98¾
OKB 1983 6½pc	99½	99¾
SNCF 1985 6 13/16pc	98½	98¾
Stnd. and Chtrd. '84 6¾pc	99½	99¾
Wms. and Glyn's 1984 7pc	99¾	100¼

Source: White Weld Securities.

CONVERTIBLES		
American Express 4¼pc '87	80½	82½
Ashland 5pc 1988	88½	90½
Babcock & Wilcox 6½pc '97	93	94
Beatrice Foods 4¼pc 1992	94	96
Beatrice Foods 4½pc 1992	102	104
Beecham 6½pc 1992	96½	97½
Borden 5pc 1992	100	102
Broadway Hale 4½pc 1987	74½	76½
Carnation 4pc 1987	77½	79½
Chevron 5pc 1988	120½	122½
Dart 4¾pc 1987	79	81
Eastman Kodak 4½pc 1988	82½	84½
Economic Labs. 4½pc 1987	78	80
Firestone 5pc 1988	80	82
Ford 5pc 1988	81	83
General Electric 4½pc 1987	80½	82½
Gillette 4½pc 1987	76½	78½
Gould 5pc 1987	113	115
Gulf and Western 5pc 1988	78	80
Harris 5pc 1992	134	136
Honeywell 6pc 1986	86	88
ICI 6¾pc 1992	85½	86½
INA 6pc 1997	92½	94
Inchcape 6¾pc 1992	102½	103½
ITT 4½pc 1987	75½	77½
Jusco 6pc 1992	105½	104½
Komatsu 7½pc 1990	108	109
J. Ray McDermott 4¾pc '87	151	153
Matsushita 6½pc 1990	172½	173½
Mitsui 7½pc 1990	106½	107½
J. P. Morgan 4½pc 1987	95	97
Nabisco 5½pc 1988	100	102
Owens Illinois 4½pc 1987	115	117
J. C. Penney 4½pc 1987	75	77
Revlon 4½pc 1987	106½	108½
Reynolds Metals 5pc 1988	84½	86½
Sandvik 6½pc 1988	105	106½
Sperry Rand 4½pc 1987	82	84
Squibb 4½pc 1987	77½	79½
Texaco 4½pc 1988	77½	79½
Toshiba 6½pc 1992	101½	102½
Union Carbide 4¾pc 1982	91	93
Warner Lambert 4½pc 1987	80	82
Warner Lambert 4½pc 1988	73½	75½
Xerox 5pc 1988	77½	79½

Source: Kidder, Peabody Securities.

BRAZILIAN
STMENTS S.A.
Asset Value per
sitary Share as of
1st January 1978
U.S.$111.88
he London Stock Exchange.

To the holders of

NQUE NATIONALE d'ALGERIE

Redeemable Floating Rate Deposit Notes Due 1981

rdance with provisions of the above Notes, American Express ional Banking Corporation, as Fiscal Agent, has established te of interest on such Notes for the semi-annual period 28th July 1978 at 8⅝ per cent. Interest due at the end of rest period will be available upon surrender to any of the Agents of Coupon No. 4.

American Express International Banking Corporation
Fiscal Agent

30th January 1978

Index rallies 10 on company results

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Feb. 7.

TRADE ON Wall Street was again severely restricted by the heavy snow storm which took hold of New York yesterday. However, after a delayed start of one hour, stocks staged a good rally, helped by some favourable dividend and earnings reports.

The Dow Jones Industrial Average recovered 10.23 to 778.85, and the NYSE All Common Index picked up 44 cents to $50.08, while rises outpaced declines by 863 to 412. Trading volume came to 14.73 shares, still abnormally low although an improvement on the 11.65m. total for yesterday when the market closed two hours earlier than usual because of the blizzard.

Also helping the market was news that a tentative agreement had been reached between the United Mine Workers and mine operators to end the nine-week coal strike.

Xerox rose 1½ more to $46½, still on the dividend increase, while Boeing, in further response to the results, added 1 at $29¼. Marathon, also on improved results, rose ¼ to $17¼.

Zapata put on ⅛ to $26⅛ the company expects fiscal 1978 to be "signicantly better" than fiscal 1977.

General Motors advanced 1⅛ to $59¾, benefiting from sharply higher earnings, while **Johns-Manville** gained 1¼ to $30½, also on a rise in profits.

THE AMERICAN SE Market Value Index moved up 0.74 more to 123.66 on volume of 1.73 shares (1.44m.).

Thomson Industries, the volume leader, rose ⅝ more to $38⅝ after gaining more than $8 yesterday. Aten plans to offer $20 for each Thomson share following a two-for-one stock split.

OTHER MARKETS

Canada firmer

Canadian Stock Markets closed with a firmer bias yesterday following a fair business. The Toronto Composite Index gained 3.1 to 1,010.2, while Oils and Gas put on 5.5 to 1,359.5, Banks 0.74 to 233.17, Utilities 0.85 to 160.39, and Metals and Minerals 5.7 to 819.4, but Golds retreated 9.1 to 1,323.2 and Papers 0.46 to 94.91.

Cominco gained ⅜ to $27⅝ on higher annual earnings and **Nowsco Well Service** put on ½ to $34 after raising the dividend.

PARIS—Shares recovered some of the recently lost ground, helped by the franc's stronger performance on the Foreign Exchange market.

Banks, Electricals and Stores showed the most substantial gains. Elsewhere, Sacilor, particularly weak on Monday, moved up the day's limit.

Afrique Occidentale advanced 7.8 to Frs.290.0, **Pernod-Richard** 9 to Frs.188, **Peugeot-Citroen** 3.7 to Frs.251.2, and **Bouygues** 12 to Frs.342.

BRUSSELS—Local shares moved *irregularly in a moderate* business.

Petrofina picked up 25 to B.Frs.3,885, while **Arbed** put on 60 to B.Frs.2,160 and **Sofina** 40 to B.Frs.2,980, but **EBES** receded 30 to B.Frs.2,410 and **Banques Bruxelles Lambert** 18 to B.Frs.1,426.

AMSTERDAM—A firm tone prevailed in light trading.

Best gains occurred in Transports. Van Ommeren adding Fls.5.50, **NedLloyd** Fls.2.40, **KLM** Fls.1.70, and **KNSM** Fls.1.10.

Elsewhere, **OCE Grinten** rose Fls.3.20, **Algemeine Bank** Fls.1.50, and **Ennia Bearer** Fls.3.20, but **Pakhoed** declined Fls.1.70.

State Loans were marginally lower

GERMANY—Price movements were narrowly mixed following a very quiet trading session, *brought forward by one hour due* to the Shrove-Tuesday holiday.

Mannesmann and BBC were each up DM2.00 in firmer Steels and Electricals. However, easier Stores had **Karstadt** DM7.5 down at DM297.5.

Public Authority Bonds rose afresh by up to 20 pfennigs, and the Regulating Authorities sold a nominal DM8.1m. of paper (DM15m.). Mark Foreign Loans remained steady.

MILAN—Stocks generally moved further ahead in fairly active trading, marked by strong demand.

Snia Viscosa, up 41 at L550, and Liquigas Group shares led Industrials higher. **ANIC** advanced 7.75 to L135 in Chemicals.

Of the two Montedison issues, **Montedison/Gemina** gained 3.6 per cent, but the non-Gemina share fell 1.8 per cent, following announcement of the forthcoming unification of the two share quotes.

Montefibre and Immobiliare retreated against the trend

Bonds were little changed.

SPAIN—Anaemic trading continued, with stocks ending a shade easier for choice and leaving the General Index 0.28 lower at 95.51. **SEAT** were marked down 3 points to 75 on being over-offered, while **Galerias Preciados** declined 4 to 96, but **El Aguila** was a bright spot, gaining 3 at 69.

SWITZERLAND — Market recorded a predominance of losses.

Among Banks, **Credit Suisse** *declined 20 to Sw.Frs.2,435, while* Financials had **Forbo** and **Pirelli** lower, but **Elektrowatt** added 20 at Sw.Frs.1,820 and **Interfood "B"** 75 at Sw.Frs.3,550.

Some Power Station shares advanced, but among Industrials, **Brown Boveri**, **Globus** and Alusuisse lost ground.

Domestic and Foreign Bonds were firmer.

TOKYO—The market was again mixed, with some shares declining on fears that the outstanding balance of buying in margin trading will rise. The Nikkei-Dow Jones average shed 1.70 to 5,131.32, but the Tokyo SE index was up 0.69 at 384.72. Volume 230m. shares (260m.).

Export-orientated Electricals and some large-capital shares improved on institutional buying despite the overnight Wall Street dullness.

TDK Electronic advanced Y90 to Y1,610, **Pioneer Electronic** Y60 to Y1,530, and **Matsushita** Y15 to Y606. **Sony** added Y30 at Y1,880, while **Honda Motor** moved ahead Y14 to Y587.

Cements rose initially, reflecting a recovery in the cement market, it finished on an irregular note after late profit-taking.

AUSTRALIA — Stock prices *tended to gain ground in moderate* activity.

BHP put on 2 cents more to $A5.44, still helped by the interim results. **Australian Foundation Investment** rose 10 cents to $A1.07, while **Costain Australia** firmed 3 cents to $A1.35 and **News** 4 cents to $A2.25, but **Myer** came back 2 cents to $A1.91.

Among Mining shares, **Bougainville Copper** added 4 cents at $A1.03 and **Consolidated Goldfields** advanced 10 cents further to $A2.90, but Uraniums eased.

HONG KONG—Closed for the Chinese New Year holiday.

JOHANNESBURG — Golds were mainly a little higher on the day *following slightly higher Bullion* indications, but trading was subdued with only selective *Overseas interest.*

Financial Minings were quietly mixed. Other Metals and Minerals were easier *on balance after slack* trading.

The Industrial market was narrowly irregular in thin trading.

TUESDAY'S ACTIVE STOCKS

	Stocks traded	Closing price	Change on day
Pepsico	276,700	26	+⅛
Howard Johnson	194,500	11⅛	−⅛
Tyler	174,900	21⅞	−⅛
Colgate-Palmolive	173,600	19⅝	—
Boeing	125,100	29¼	+1
Ralston Purina	124,200	14⅛	+⅛
Japan Fund	117,300	9	+⅛
General Motors	116,600	59¾	+1⅛
Pac. Gas & El.	106,000	23¾	—
Utd. Technologies	104,600	35¼	+¾

Indices

NEW YORK—DOW JONES

	Feb. 7	Feb. 6	Feb. 3	Feb. 2	Feb. 1	Jan. 31	1977-78 High	1977-78 Low	Since compilation High	Since compilation Low
Industrial	778.85	768.62	770.96	775.38	774.34	769.92	999.75 (3/1/77)	763.34 (26/1/78)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me Bonds*	89.70	89.79	89.74	89.72	89.57	89.62	95.47 (7/3)	89.45 (26/1/78)	—	—
Transport	215.45	212.16	212.85	212.55	210.31	206.56	246.64	199.60	279.88	13.23
Utilities	105.51	105.21	105.51	105.46	105.24	104.77	118.67 (22/2)	104.77 (31/1/78)	163.32 (20/4/69)	10.58 (28/4/42)
Trading vol. 000's	14,730	11,650	19,400	23,050	22,240	19,870	—	—	—	—

* Basis of index changed from August 24

	Feb. 3	Jan. 27	Jan. 20	Year ago (approx.)
Ind. div. yield %	5.98	6.02	5.92	4.35

STANDARD AND POORS

	Feb. 7	Feb. 6	Feb. 3	Feb. 2	Feb. 1	Jan. 31	1977-78 High	1977-78 Low	Since Compilat'n High	Since Compilat'n Low
Industrials	99.49	98.51	98.66	99.56	99.12	98.55	118.92 (3/1/77)	97.47	134.54 (11/1/73)	3.52 (30/6/32)
Composite	90.33	89.50	89.62	90.13	89.85	89.25	107.00 (3/1/77)	88.58	125.85 (11/1/73)	4.40 (1/6/32)

	Feb. 1	Jan. 25	Jan. 18	Year ago (approx.)
Ind. div. yield %	5.22	5.22	5.15	3.89
Ind. P/E Ratio	8.69	8.62	8.74	11.09
Long Gov't. Bond yield	8.18	8.20	8.17	6.87

N.Y.S.E. ALL COMMON

Feb. 7	Feb. 6	Feb. 3	Feb. 2	1977-78 High	1977-78 Low
50.08	49.64	49.72	49.92	57.07 (3/1/77)	48.06 (27/1/78)

Rises and Falls

	Feb. 7	Feb. 6	Feb. 3
Issues traded	1,745	1,742	1,803
Rises	863	551	677
Falls	412	704	662
Unchanged	470	507	464
New Highs	—	14	19
New Lows	—	34	32

MONTREAL	Feb. 7	Feb. 6	Feb. 3	Feb. 2	1977-78 High	1977-78 Low
Industrial	166.35	165.57	165.92	165.96	186.47 (17/3)	159.02 (25/10)
Combined	173.57	172.59	172.85	172.67	187.96 (19/1/77)	165.20 (25/10)
TORONTO Composite	1010.2	1007.1	1007.5	1006.6	1067.4 (19/7)	961.0 (25/10)
JOHANNESBURG Gold	213.7	213.9	213.6	217.1	218.7 (1/2/78)	159.4 (25/5)
Industrials	211.9	212.5	211.9	212.1	214.4 (4/1/78)	155.1 (22/5)

	Feb. 7	Previous	1977-78 High	1977-78 Low
Australia (*)	466.67	466.12	[illegible]	[illegible]
Belgium (†)	95.15	95.57	[illegible]	[illegible]
Denmark (**)	94.14	94.00	107.92	94.00
France (††)	42.5	47.7	[illegible]	[illegible]
Germany (‡‡)	802.6	—	[illegible]	[illegible]
Holland (§§)	80.4	80.1	[illegible]	[illegible]
Hong Kong (¶¶)	—	411.32	[illegible]	[illegible]
Italy (‖)	61.21	60.60	[illegible]	[illegible]
Japan (a)	384.72	384.03	[illegible]	[illegible]
Singapore (b)	—	287.11	[illegible]	[illegible]
Spain (d)	95.51	—	[illegible]	[illegible]
Sweden (e)	356.13	357.32	[illegible]	[illegible]
Switzer'd (f)	316.7	317.6	[illegible]	[illegible]

Indices and base dates (all base values 100 except NYSE All Common — 50 Standards and Poors — 10 and Toronto 300-1,000, the last named based on 1975). * Excluding bonds. † 400 Industrials. ‡ 400 Inds., 40 Utilities, 40 Finance and 20 Transport. (*) Sydney All Ord. (†) Belgian SE 31/12/63. (**) Copenhagen SE 1/1/73. (††) Paris Bourse 1961. (‡‡) Commerzbank Dec., 1953. (§§) Amsterdam, Industrial 1970. (¶¶) Hang Seng Bank 31/7/64. (‖) Milan 2/1/73. (a) Tokyo New SE 4/1/68. (b) Straits Times 1966. (c) Close. (d) Madrid SE 30/12/77—High and low for 1978 only. (e) Stockholm Industrial 1/1/58. (f) Swiss Bank Corp. (u) Unavailable.

NOTES: Overseas prices shown below exclude $ premium. Belgian dividends are after withholding tax.
◆ DM50 denom. unless otherwise stated. ♥ Ptas.500 denom. unless otherwise stated. ♣ Kr.100 denom. unless otherwise stated. ⊕ Frs.500 denom. and Bearer shares unless otherwise stated. ¶ Yen 50 denom. unless otherwise stated. $ Price at time of suspension. a Florins. b Schillings. c Cents. d Dividend after pending rights and/or scrip issue. e Per share. f Francs. g Gross. div. %. h Assumed dividend after scrip and/or rights issue. k After local taxes. m % tax free. n Francs: including Unilac div. p Nom. q Share split. s Div. and yield exclude special payment. t Indicated div. u Unofficial trading. v Minority holders only. y Merger pending. * Asked. † Bid. ‡ Traded. § Seller. z Assumed. xr Ex rights. xd Ex dividend. xc Ex scrip issue. xa Ex all. Δ Interim since increased.

Pound easier

Trading was very thin in the foreign exchange market yesterday, influenced by the lack of business in New York following the heavy snowstorms which have struck the city.

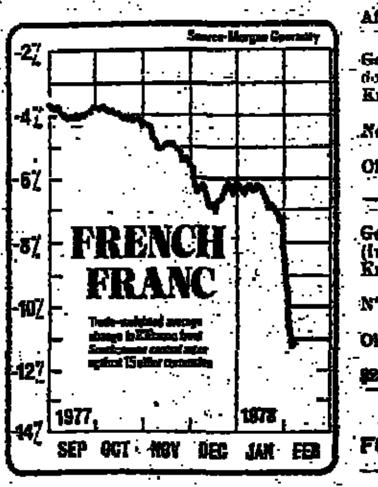
Forward movements in currencies attracted the greatest interest, with the dollar weak in early European trading, followed by a decline in forward quotations for the pound. Three-month sterling's discount against the dollar widened slightly to 0.08 cent from 0.05 cent. The pound for spot delivery traded within a narrow range of $1.9320-$1.9380, before closing at $1.9340-$1.9350, a fall of 45 points on the day.

Sterling's trade-weighted index, as calculated by the Bank of England, was unchanged at 66.3, after standing at 66.2 at noon and in early trading.

The French franc improved, following indications that the authorities are prepared to support the currency, even though there was little intervention in the market yesterday. It closed at Fr.Frs.4.9202½ in terms of the dollar, compared with Fr.Frs.4.93 on Monday. The franc's trade-weighted depreciation, as calculated by Morgan Guaranty of New York, narrowed to 11.09 per cent. from 11.22 per cent.

The U.S. dollar's trade-weighted depreciation, on the same basis, narrowed to 4.40 per cent. from 4.45 per cent.

Gold fell $¼ to $175-175¾ in very quiet trading. The krugerrand's premium over its gold content narrowed to 3.49 per cent. from 6.76 per cent. for domestic delivery, and to 3.49 per cent. from 3.91 per cent. in the international market.



CURRENCY RATES

	Special Drawing Rights February 7	European Unit of Account February 7
Sterling	0.625406	0.630659
U.S. dollar	1.21172	1.22023
Canadian	1.34671	1.35782
Austria sch.	18.3242	18.4249
Belgian franc	39.5202	39.7977
Danish krone	6.91044	6.96011
Deutschemark	2.55116	2.56858
Dutch guilder	2.73243	2.75105
French franc	5.95803	6.00015
Italian lira	1049.71	1056.97
Japanese yen	292.449	294.471
Norway krone	6.20401	6.24768
Spain peseta	98.0754	98.7169
Swedish krone	5.63086	5.66919
Swiss franc	2.37265	2.38975

EXCHANGE CROSS-RATES

Feb. 7	Frankfurt	New York	Paris	Brussels	London	Amst'd'm	Zurich
Frankfurt	—	2.1065-75	42.80-90	6.45-46	4.080-085	93.42-52	107.53-60
New York	47.32-42	—	20.30-33	3.0640-70	1.9325-9365	44.34-38	50.95-51.00
Paris	233.30-30	4.911-925	—	15.080-094	9.5015-6215	217.86-8.38	250.63-1.13
Brussels	15.47-52	32.61-66	6.62-65	—	63.06-22	14.45-50	16.63-68
London	4.07½-08½	1.9340-60	9.50½-51½	63.05-15	—	4.35½-36½	3.78½-79½
Amst'dam	107.02-07	2.2557-62	45.615-665	6.9075-9125	4.3605-3655	—	115.02-07
Zurich	92.92-95.01	1.9593-9608	39.763-843	6.0013-77	3.7938-7967	86.771-873	—

U.S. $ in Toronto U.S. $=111.06-02 Canadian cents.
Canadian $ in New York=90.00-02 cents. U.S. $ in Milan 866.20-70.
Sterling in Milan 1676.00-50.

EURO-CURRENCY INTEREST RATES*

Feb. 7	Sterling	Canadian Dollar	U.S. Dollar	Dutch Guilders	Swiss franc	W. German mark
†Short term	5-5⅝	6¼-7¼	6½-6¾	5⅜-5⅝	3/16-7/16	3 1/16-3 5/16
7 days notice	6-6¼	6½-7½	6⅝-6⅞	5⅜-5⅝	3/16-7/16	3 1/16-3 5/16
Month	6⅞-7¼	6¾-7⅛	6⅞-7⅛	5⅛-5⅜	¼-⅜	3-3⅛
Three months	7¼-7⅝	6⅞-7¼	7⅛-7⅜	4⅞-5⅛	11/16-15/16	3-3⅛
Six months	7½-8	7¼-7⅝	7½-7¾	4⅞-5⅛	1¼-1⅜	3⅛-3¼
One year	8-8¼	7⅜-7¾	7¾-8	5-5¼	1⅞-2	3 3/16-3 7/16

Euro-French deposit rates: two-day 15-15½ per cent.; seven-day 15-15½ per cent.; one-month 15¾-16½ per cent.; three-month 15½-15¾ per cent.; four-month 14¾-15 per cent.; one year 13½-14 per cent.

Long-term Eurodollar deposits: two years 8-8½ per cent.; three years 8-8½ per cent.; four years 8 3/16-8 5/16 per cent.; five years 8¼-8⅝ per cent.

The following nominal rates were quoted for London dollar certificates of deposit: one-month 6.85-6.95 per cent.; three-month 7.10-7.20 per cent.; six-month 7.45-7.55 per cent.; one-year 7.65-7.75 per cent.

* Rates are nominal calling rates.

† Short-term rates are call for sterling, U.S. dollars and Canadian dollars; two days' notice for guilders and Swiss francs.

GOLD MARKET

	Feb. 7	Feb. 6
Gold Bullion (a fine ounce)		
Close	$175-175¾	[illegible]
Opening	$175¼-176	[illegible]
Morning fix'g	$175.70 (£90.791)	$175.50 (£90.568)
After'n fix'g	$175.20 (£90.453)	$175.60 (£90.798)
Gold Coin domestically		
Krugerrand	$184-186 (£95¼-96¼)	[illegible]
New Sov'gns	$56-58 (£29-30)	$56-58 (£29-30)
Old Sov'rgns	$55-57 (£28½-29½)	[illegible]
Gold Coins (Internat'lly)		
Krugerrand	$180½-182½ (£93½-94½)	[illegible]
N'w Sov'rgns	$56-58 (£29-30)	$56-58 (£29-30)
Old Sov'rgns	$55-57 (£28½-29½)	[illegible]
$20 Eagles	$259½-262½	[illegible]

FOREIGN EXCHANGES

Feb. 7	Bank Rate %	Day's Spread
New York	6½	1.9320-1.9380
Montreal	7½	2.1475-2.1560
Amsterdam	4½	4.54½-4.58
Brussels‡	6½	65.00-65.50
Copenhagen	9	11.02-11.08
Frankfurt	3	4.06¼-4.09
Lisbon	15	77.75-78.20
Madrid	8	156.50-157.80
Milan	11½	1,674-1,680
Oslo	6	9.88½-9.92½
Paris	9½	9.50-9.58
Stockholm	8	8.88-8.97
Tokyo	4¼	460-472
Vienna	5½	29.15-29.35
Zurich	1½	3.75-3.81

‡ Rates given are for convertible francs. Financial franc 68.00-68.20.

OTHER MARKETS

Argentina	12,588-12,688
Australia	1.6847-1.7118
Brazil	31.24-31.44
Finland	7.70-7.73
Greece	68.318-71.827
Hong Kong	8.91½-8.94½
Iran	132-138
Kuwait	0.537-0.547
Luxemb'g	63.06-63.15
Malaysia	4.5625-4.5758
N. Zealand	1.8671-1.8890
Saudi Arab	6.67-6.77
Singapore	4.495-4.510
S. Africa	1.6697-1.6856
U.S.	
Canada	
C$1	
U.S. cents	85.37-90.00

Notes Rates: Argentina, Austria, Belgium, Brazil, Canada, Denmark, France, Germany, Greece, Italy, Japan, Netherl'nds, Norway, Portugal, Spain, Switz'land, U.S., Yugoslavia

Rate given for Argentina is a free rate.

FORWARD RATES

	One month
New York	0.35c pm-0.05c dis
Montreal	0.35c pm-0.05c dis
Amst'dam	1⅛c pm-⅛c dis
Brussels	5c pm-5c dis
Cop'nhgn	7½-9½ ore dis
Frankfurt	1⅝-⅝ pf pm
Lisbon	85-110c dis
Madrid	60-140c dis
Milan	9-16 lire dis
Oslo	7½-9½ ore dis
Paris	5½-6½c dis
Stockh'lm	2-4 ore dis
Vienna	2-12 gro pm
Zurich	2⅝-1⅝c pm

Six-month forward dollar 0.27-0.32c dis. 12-month 0.35-0.45c pm.

OVERSEAS SHARE INFORMATION

Inv. $ Prem. at $2.60 to £—76¾% (77¾%)
Effective rate (at 1.9345) 31½% (32¼%)

NEW YORK

Stock	Feb. 7	Feb. 6
Abbott Labs	52⅝	51⅞
Addressograph	14⅛	14⅝
Aetna Life & Cas.	32	31½
Air Products	24	23⅝
Airco	42½	41
Alcan Aluminium	24½	23⅞
Alcoa	39¾	39¼
Alleg. Ludlum	19¼	19⅛
Allegheny Power	19⅝	19¼
Allied Chemical	36⅝	36⅛
Allied Stores	19¼	19
Allis Chalmers	25⅜	24⅞
AMAX	35½	35⅜
Amerada Hess	24⅞	25⅛
Amer. Airlines	10	9⅞
Amer. Brands	44	44½
Amer. Broadcast	36½	35¾
Amer. Can	36⅛	36¼
Amer. Cyanamid	25½	25⅛
Amer. Elec. Pow.	23½	23½
Amer. Express	34½	34⅜
Amer. Home Prod.	28⅝	28
Amer. Medical	20	19½
Amer. Motors	4⅜	4⅜
Amer. Nat. Gas	41½	41
Amer. Standard	34	34½
Amer. Stores	28½	28½
Amer. Tel. & Tel.	59⅜	59⅛
Ametek	27½	28
AMF	17	16⅞
AMP	26¼	26⅝
Ampex	12⅜	12
Anchor Hocking	26½	26½
Anheuser Busch	19¾	19¾
Armco Steel	27⅜	27⅝
A.S.A.	20⅜	20⅞
Asamera Oil	9¼	8⅞
Asarco	14⅜	14¼
Ashland Oil	28¼	28
Atl. Richfield	47	46⅞
Auto Data Pro.	26	25¾
AVC	10⅝	10½
Avco	19¼	18⅝
Avon Products	45¾	44¾
Balt Gas Elect.	26	25⅝
Bank America	22¼	22
Bankers Tr. N.Y.	35⅛	35
Barber Oil	26¾	27
Baxter Travenol	35⅜	35⅜
Beatrice Food	23	22⅞
Becton Dickenson	39	39⅞
Bell & Howell	14⅞	14⅝
Bendix	34	33¼
Benguet Cons 'B'	2⅝	2⅝
Bethlehem Steel	22⅛	21⅞
Black & Decker	15⅛	15⅛
Boeing	29¼	28¼
Boise Cascade	24	23⅝
Borden	29⅝	29½
Borg Warner	25⅛	25½
Braniff Int.	10⅝	10⅝
Brascan 'A'	13¼	13⅛
Bristol Myers	32⅛	32⅛
Brit. Pet. ADR	14⅞	14¾
Brockway Glass	28⅞	28½
Brunswick	14½	14
Bucyrus Erie	19⅛	18⅞
Budd	32⅝	33⅛
Bulova Watch	5⅛	5⅛
Burlington Nthn.	39⅞	39⅝
Burroughs	64	63
Campbell Soup	33¾	33⅝
Canadian Pacific	15¼	15⅛
Canal Randolph	11	11⅛
Carnation	28⅝	28¼
Carrier & General	12	11⅞
Carter Hawley	16⅞	16¾
Caterpillar Tract.	50½	50
CBS	45¾	45⅜
Celanese Corpn.	37⅝	37½
Central & S.W.	15¾	15¾
Certainteed	22⅞	22⅝
Cessna Aircraft	31⅝	31¾
Chase Manhattan	28½	28⅛
Chemical Bk. NY	39¼	39¼
Chesebrgh Pond.	20½	20¾
Chessie System	35½	35½
Chicago Bridge	45¾	43½
Chromalloy	15¾	15⅝
Chrysler	13½	13⅛
Cinerama	2½	2⅞
Cinc. Milacron	19⅞	19⅛
Citicorp	20¼	19⅞
Cities Service	47½	47⅛
City Investing	12¾	12¾
Coca Cola	37	36⅝
Colgate Palm.	19⅝	19⅝
Collins Aikman	10⅝	10⅝
Columbia Gas	28	28
Columbia Pict.	16¼	16⅞
Com.Ins.Co.of Am.	15⅝	15⅝
Combustion Eng.	34	33⅝
Combustion Eq.	17	16⅝
C'm'w'th Edison	27¾	27⅞
Com'w'th Oil Ref.	2½	2½
Comm. Satellite	32⅝	32½
Computer Science	8⅞	8⅝
Conrac	21	21½
Con. Edison N.Y.	23	22⅞
Consol Foods	24⅜	24⅜
Consol Nat. Gas	38⅞	39
Consumer Power	23½	23
Continental Grp.	31⅜	31½
Continental Oil	27⅜	27½
Continental Tele.	16	15¾
Control Data	25½	25¼
Cooper Indus.	41⅝	41

Stock	Feb. 7	Feb. 6
Corning Glass	48½	48¾
CPC Int'n'tional	45	42⅞
Crane	25⅞	25½
Crocker Nat.	23⅝	23⅝
Crown Zellerbach	30⅞	30¾
Cummins Engine	35	35
Curtiss-Wright	17⅛	17¼
Dana	22⅝	22⅝
Dart Industries	36½	36
Deere	24½	24¼
Del Monte	23⅛	23¼
Deltona	5½	5¼
Dentsply Inter.	17⅝	18¼
Detroit Edison	16½	16⅝
Diamond Shamrk	28⅜	28⅝
Dictaphone	11⅝	11⅝
Digital Equip.	40⅞	40
Disney (Walt)	34⅝	34¼
Dover Corpn.	39¾	39¾
Dow Chemical	24⅝	24⅝
Dresser	39⅛	39½
Du Pont	107⅝	105½
Dymo Industries	13	12⅞
Eagle Picher	18¼	18¼
East Airlines	6¾	6½
Eastman Kodak	45⅞	45½
Eaton	34½	34½
E. G. & G.	17¾	17½
El Paso Nat. Gas	16	15⅝
Eltra	27½	27⅞
Emerson Electric	31⅛	31⅝
Emery Air Fr'ght	38⅛	38½
Emhart	29	29
E.M.I.	3¼	3⅛
Engelhard	24¼	24¼
Esmark	27⅛	27⅛
Ethyl	20¼	20¼
Exxon	45⅝	44⅞
Fairchild Camera	26¾	26½
Fed. Dept. Stores	36½	35⅞
Firestone Tire	15½	15
Fst. Nat. Boston	25¼	25⅜
Flexi Van	17⅝	17½
Flintkote	21	21⅛
Florida Power	31⅛	31
Fluor	33½	33¼
F.M.C.	20⅞	21
Ford Motor	41⅞	41⅜
Foremost Mck.	17⅜	17¼
Foxboro	30	29¾
Franklin Mint	8	8
Freeport Mineral	19⅞	19⅞
Fruehauf	25⅞	25¾
Fuqua Industries	9¼	9
G.A.F.	11⅝	11⅝
Gannett	35¾	35⅝
Gen. Amer. Inv.	9⅜	9⅜
G.A.T.X.	25½	25½
Gen. Cable	11¾	11½
Gen. Dynamics	41¾	41⅝
Gen. Electric	47¼	46¾
General Foods	29¼	29⅛
General Mills	27⅞	28
General Motors	59¾	58⅝
Gen. Pub. Util.	19¼	19⅛
Gen. Signal	25¾	26⅛
Gen. Tel. Elect.	28⅞	28⅝
Gen. Tyre	24⅛	24¼
Genesco	5¼	5⅛
Georgia Pacific	24¾	25
Getty Oil	163⅛	161⅛
Gillette	24¾	24⅞
Goodrich B.F.	19¾	19¾
Goodyear Tire	17⅜	17
Gould	28¾	28¾
Grace W.R.	25½	25¼
Gt. Atlan Pac Tea	7½	7½
Grt. North Iron	30½	30½
Greyhound	13	13
Gulf & Western	11¼	11⅝
Gulf Oil	25¼	25⅛
Halliburton	60⅞	60½
Hanna Mining	37½	37⅞
Harnischfeger	15½	15¼
Harris Corpn.	42¼	42
Heinz H.J.	35⅝	36
Heublein	27	26⅝
Hewlett Packard	65½	64½
Holiday Inns	15⅝	15¼
Homestake	35⅝	35⅞
Honeywell	44⅝	44
Hoover	11½	11½
Hosp. Corp. Amer.	25½	24½
Houston Nat. Gas	24¾	24
Hunt (Ph.A.) Chm.	11	11
Hutton (E.F.)	12½	12
I.C. Industries	24	23⅞
INA	36⅝	36⅝
Ingersoll Rand	57⅜	57⅝
Inland Steel	35⅛	36
Insilco	13¼	13⅛
Intercont Energy	7½	7½
IBM	260¾	258.25
Intl. Flavours	21⅜	21¼
Intl. Harvester	29⅜	29
Intl. Min & Chem	39⅝	39⅝
Intl. Multifoods	21⅛	21¼
Inco	15⅛	14⅞
Intl. Paper	39½	39¼
IPG	27⅞	27½
Int. Rectifier	8½	8⅛
Int. Tel. & Tel.	29⅛	29
Investo	1⅛	1⅛
Iowa Beef	29⅛	28⅞
IU International	11¼	11⅛
Jim Walter	28½	28

Stock	Feb. 7	Feb. 6
Johns Manville	30½	29¼
Johnson Johnson	70½	70¼
Johnson Control	28¾	28½
Joy Manufactur'g	33	31½
K. Mart Corp.	25⅛	24¾
Kaiser Aluminium	29½	28⅝
Kaiser Industries	4¾	4¾
Kaiser Steel	24¾	24⅞
Kay	7½	7⅛
Kennecott	23½	23½
Kerr McGee	42½	42¼
Kidde Walter	28½	27¾
Kimberley Clark	41¾	41⅝
Koppers	22	21⅜
Kraft	42⅞	42¾
Kroger Co.	27⅛	26⅞
Levi Strauss	28¾	28¼
Libby Ow. Ford	27⅝	26½
Liggett Group	27	27
Lilly (Eli)	40⅝	39⅞
Litton Indust.	14⅝	14⅜
Lockheed Aircr'ft	13¾	13¼
Lone Star Inds.	18¼	18⅝
Long Island Ltd.	18½	18½
Louisiana Land	21⅞	21⅞
Lubrizol	36¼	35½
Lucky Stores	15⅛	15¼
Lukes Y'ngst'wn	6⅜	6¼
MacMillan	10½	10¼
Macy R.H.	36⅝	36⅝
Mfrs Hanover	32	32⅜
Mapco	35⅛	34⅞
Marathon Oil	42½	42¼
Marine Midland	14	14
Marshall Field	33¾	33¼
May Dept. Stores	22¾	22¾
MCA	35	35
McDermott	25¾	25½
McDonnell Doug.	23¼	23½
McGraw Hill	17⅛	17⅝
Memorex	28	28
Merck	55⅞	55¾
Merrill Lynch	14⅛	13⅞
Mesa Petroleum	37⅝	35¾
MGM	26½	26⅝
Minn Ming & Mtg.	47⅛	47⅜
Mobil Corp.	59⅞	59⅝
Monsanto	50⅝	50¼
Morgan J.P.	41⅝	41⅝
Motorola	36	36
Murphy Oil	35½	35¼
Nabisco	49¾	49⅝
Nalco Chemical	26¾	27
National Can	16⅜	16
Nat. Distillers	21¾	21½
Nat. Service Ind.	13⅞	13⅞
National Steel	30⅝	30
Natomas	37	36⅛
NCR	41¼	40¼
Neptune Imp.	16	16¼
New England El.	22⅝	22⅝
New England Tel	34⅞	35
Niagara Mohawk	15⅝	15¼
Niagara Share	10½	10
N.L. Industries	16	16
Norfolk & Western	27¾	27½
North Nat. Gas	37⅛	37
Nthn States Pwr	26	26
Nthwest Airlines	23¾	23⅞
Nthwest Bancorp	22⅝	22¼
Norton Simon	18⅛	18½
Occidental Petrol	22⅝	22
Ogilvy Mather	37¼	37¾
Ohio Edison	19⅛	18⅞
Olin	15⅞	16
Overseas Ship.	23⅜	23¼
Owens Corning	63	63
Owens Illinois	21	20¾
Pacific Gas	23¾	23¾
Pacific Lighting	20⅛	20⅝
Pac. Pwr. & Li.	21	21
PanAm World Air	5⅛	5
Parker Hannifin	22⅝	21¾
Peabody Int.	22½	21⅞
Pen. Pw. & Li.	23½	22⅞
Penney J.C.	34½	33¼
Pennzoil	30¾	30
Peoples Drug	7½	7⅝
Peoples Gas	34⅝	34¼
Pepsico	26	25⅞
Perkin Elmer	19¼	18⅞
Pet	37⅛	36⅝
Pfizer	27⅜	27⅜
Phelps Dodge	18¾	19
Philadelphia Ele.	19⅛	19
Philip Morris	59⅛	59
Phillips Petrol'm	30	29½
Pillsbury	39⅛	39
Pitney Bowes	18¾	18¾
Pittston	23⅞	23½
Plessey Ltd ADR	17⅛	16⅞
Polaroid	25¼	24¾
Potomac Elec.	15⅝	15⅝
PPG Industries	24⅝	24¼
Procter Gamble	79⅝	78¾
Pub. Serve Elect.	22¾	22⅝
Pullman	25½	24¾
Purex	16	15¼
Quaker Oats	21	20⅞
Rapid American	6⅛	5¾
Raytheon	32	31¼
RCA	25⅛	24⅞
Republic Steel	23¾	23⅛

Stock	Feb. 7	Feb. 6
Revlon	41¾	41¼
Reynolds Metals	29¼	29⅛
Reynolds R.J.	56½	55¼
Rich'son Merrell	21½	21⅜
Rockwell Inter.	29⅝	29¾
Rohm & Haas	29¼	28
Royal Dutch	56¼	56½
RTE	13⅝	12⅞
Russ Togs	12	11⅞
Ryder System	14	13
Safeway Stores	38⅝	38⅜
St. Joe Minerals	27¾	27⅞
St. Regis Paper	27¾	27⅝
Santa Fe Inds.	36⅞	35
Saul Invest.	4¼	4⅛
Saxon Inds.	4⅛	4¼
Schlitz Brewing	14⅛	13⅞
Schlumberger	69⅝	68¼
SCM	17½	17⅛
Scott Paper	15⅝	15⅜
Scovil Mfg.	20⅞	20
Scudd. Duo Vest	6⅜	6⅜
Sea Containers	21¼	21⅛
Seagram	21¼	21⅛
Searle (G.D.)	12⅞	12⅞
Sears Roebuck	26½	25⅝
SEDCO	36¼	36¼
Shell Oil	29¾	29½
Shell Transport	37⅛	37
Signal	28⅞	28⅝
Signode Corp.	36¼	36⅜
Simplicity Pat.	11⅞	11⅝
Singer	19¼	19¼
Smith Kline	47⅞	47⅝
Solitron	2	2
Southdown	20¾	20⅝
Southern Cal. Ed.	26⅛	25⅞
Southern Co.	17	16⅞
Sthn. Nat. Res.	28⅞	29
Southern Pacific	33¾	33¾
Southern Railway	49½	48⅞
Southland	23⅜	23¼
S'w't Bancshares	24½	24⅛
Sperry Hutch	16¼	16⅛
Sperry Rand	34¼	33⅝
Squibb	25	24½
Standard Brands	26⅛	25½
Std. Oil California	38⅝	38
Std. Oil Indiana	46½	46⅜
Std. Oil Ohio	67¾	67⅞
Stauff Chemical	36	36¼
Sterling Drug	13⅝	13⅞
Studebaker	49	47⅝
Sun Co.	37½	37⅜
Sundstrand	33	33
Syntex	20⅞	20⅝
Technicolor	9	9¼
Tektronix	35¼	35
Teledyne	69¼	68
Telex	3⅝	4⅛
Tenneco	29¼	28¾
Tesoro Petroleum	8	7⅞
Texaco	26⅜	26
Texasgulf	17⅛	17⅛
Texas Instm.	70⅜	69¼
Texas Oil & Gas	31¾	31
Texas Utilities	20	19⅞
Time Inc.	36⅛	36¼
Times Mirror	23½	23¾
Timken	46⅞	46⅞
Trane	34	34⅝
Transamerica	13⅞	13⅞
Transco	19¼	19¼
Trans Union	34⅞	34⅞
Transway Int'nl	23¼	23¼
Trans World Air	11	11¼
Travellers	26¾	26½
Tri Continental	18⅝	18½
T.R.W.	30⅛	29¾
20th Century Fox	23⅞	22⅞
UAL	20½	20⅝
UARCO	20¼	20¼
UGI	23¼	22
UOP	15½	14¾
Unilever	38¾	38½
Unilever NV	54⅞	54¼
Union Bancorp	13	13⅛
Union Carbide	39⅝	38⅝
Union Commerce	6⅞	6¾
Union Oil Calif.	50⅝	49¼
Union Pacific	45⅛	45½
Uniroyal	7⅞	7⅝
United Brands	7⅞	7½
United Corp.	10¾	10¾
US Bancorp.	27¼	27¼
US Gypsum	23⅝	23½
US Shoe	22¼	22¼
US Steel	28	27⅛
U. Technologies	35¼	34½
UV Industries	18¾	18⅜
Virginia Elect.	14	14⅛
Walgreen	17½	17½
Warner Commun.	31⅞	31⅛
Warner Lambert	27⅞	27⅝
Waste Man'ment	19	18⅜
Wells Fargo	25⅝	25⅜
Western Bancorp	30½	30⅛
Western N. Amer.	25	24⅝
Western Union	16⅝	16⅝
Westinghse Elec.	18	17⅞
Westvaco	25½	26
Weyerhaeuser	24⅞	24
Whirlpool	20⅞	20⅜
White Con. Ind.	21	20⅞
William Co.	18⅝	17⅞
Wisconsin Elect.	28	28¼

Stock	Feb. 7	Feb. 6
Woolworth	18¼	18
Wyly	0¾	0⅞
Xerox	46½	45
Zapata	16⅛	16⅜
Zenith Radio	15½	15¾
U.S. Treas. 4% 1980	†94⅞	†94¾
US Treas 4¼% 75/85	†82	†82
U.S. 90 Day bills	6.45%	6.42%

CANADA

Stock	Feb. 7	Feb. 6
Abitibi Paper	10⅞	10¾
Agnico Eagle	5⅜	5¾
Alcan Aluminium	26⅝	26½
Algoma Steel	15½	15¾
Asbestos	†38¾	†39
Bank Montreal	17⅝	17⅝
Bank Nova Scotia	18⅝	18⅝
Basic Resources	6½	6½
Bell Telephone	52⅝	52⅞
Bow Valley Ind.	21	21
BP Canada	14⅞	14⅝
Brascan	14⅝	14⅞
Brinco	†5.25	†5.25
Calgary Power	34½	34½
Camflo Mines	15½	15⅝
Canada Cement	9⅞	9⅞
Canada NW Land	11⅜	11⅝
Can Imp Bk Com	25¼	25
Canada Indust.	†18¼	†18½
Can. Pacific	17	16⅞
Can. Pacific Inv.	18⅛	17⅞
Can. Super Oil	53⅝	53
Carling O'Keefe	3.20	3.15
Cassiar Asbestos	14⅞	9⅛
Chieftain	20½	20⅝
Cominco	27⅝	26½
Cons. Bathurst	24⅜	24⅛
Consumer Gas	16½	16¼
Coseka Resources	7	7
Costain Rich.	7⅞	7⅞
Denison Mines	37½	37¼
Dome Mines	73	74½
Dome Petroleum	57⅝	57
Dominion Bridge	23½	23
Domtar	14⅞	14⅞
Dupont	†12¼	12⅝
Falcon'ge Nickel	17½	17⅝
Ford Motor Can.	80	80
Genstar	26	26
Giant Yellowknife	12⅝	12¾
Gulf Oil Canada	27¾	29
Hawker Sid. Can	5⅛	5⅜
Hollinger	29½	29¾
Home Oil 'A'	41⅛	40⅞
Hudson Bay Mng.	16½	16½
Hudson Bay	17⅛	18
Hudson Oil & Gas	43½	43
I.A.C.	17⅛	17¾
Imasco	29⅜	29⅜
Imperial Oil	19¼	19⅛
Inco	16¾	16⅝
Indal	9⅛	9⅛
Inland Nat. Gas	10⅛	10⅛
Int'pr'v PipeLine	13⅞	13⅞
Kaiser Resources	14	14
Laurin't Fin Corp	7	7
Loblaw Com. 'B'	3.25	†4.25
McMill'n Bloedl	16¼	16⅞
Massey Ferguson	15	14⅞
McIntyre	†23⅞	22¾
Moore Corpn.	29⅞	29⅝
Noranda Mines	21¾	21¾
Norcen Energy	16⅝	15⅝
Nthn. Telecom	35⅝	35⅜
Numac Oil & Gas	16⅛	16
Oakwood Petr'm	5.25	5.12
Pacific Copper M	1.88	1.95
Pacific Petroleum	38⅞	38½
Pan Can. Pet'm	32⅞	31⅞
Patino	†15¾	15⅞
Peoples Dept. S.	4.25	†4.25
Place Gas & Oil	†0.95	0.94
Placer Developmt	20½	20½
Power Corporat'n	10⅜	10½
Price	11	10⅞
Quebec Sturgeon	1.80	1.89
Ranger Oil	27⅛	26⅛
Reed Shaw	8¾	9
Rio Algom	†45¼	45½
Royal Bk. of Can.	26¼	26⅛
Royal Trust	16	16
Sceptre Resources	8⅛	8½
Seagram	24	23⅞
Shell Canada	15⅛	15⅛
Sherritt G. Mines	4.80	4.45
Siebens O.G.	27⅜	28¾
Simpsons	4.70	4.75
Steel of Canada	23	23½
Steep Rock Iron	†4.26	†4.55
Teck Corpn. 'B'	35⅜	35⅞
Toronto Dom. Bk.	17	17⅛
TransCan PipeLn	14½	14⅜
Trans Mount Oil	9	8⅞
Trizec	14¼	14⅛
Union Gas	10⅛	10¼
Utd. Siscoe Mns	7½	7⅝
Walker Hiram	31	30½
West Coast Trans	12⅛	12⅛
Weston (Geo.)	13½	13¼

* Assented † Bid ‡ Asked. § Traded. ¶ New stock.

GERMANY ◆

Feb. 7	Prices Dm.	+ or −	Div. %	Yld. %
AEG	92.8	−0.1	—	—
Allianz Versich.	495	−8	18	1.8
BMW	226	−2	20	4.4
BASF	139.5	−0.3	17	6.1
Bayer	136.5	+0.1	16	5.9
Bayer. Hypo.	292	......	20	3.4
Bayer. Vereinsbk.	317.5	......	20	3.2
[illegible]	203	+15	—	—
Commerzbank	226.2	+1.2	18	4.0
Conti Gummi	81.3	+0.6	—	—
Daimler Benz	316	−1	19	3.0
Degussa	273	......	17	3.1
Demag	159.5	......	14	4.4
Deutsche Bank	312	−1.2	20	3.2
Dresdner Bank	251.5	+1.5	20	4.0
Dyckerhoff Zemt.	155	......	4	1.3
Gutehoffnung.	221	......	12	2.7
Hapag Lloyd	116	−1	12	5.2
Harpener	239	......	9	3.8
Hoechst	126.5	......	16	6.4
Hoesch	45.5	−0.3	4	4.6
Horten	118.5	−1.7	10	4.2
Kali und Salz	148.5	−0.7	9	3.0
Karstadt	297.5	−7.5	20	3.3
Kaufhof	198	−5.5	20	5.0
Klockner Dm 100	95	−1	—	—
KHD	176	−0.2	12	5.4
Krupp	96.5	......	—	—
Linde	244	......	16	3.3
Lowenbrau 100	1,510	+10	20	1.3
Lufthansa	111.1	−0.4	7	3.2
MAN	206.5	......	12	2.9
Mannesmann	175.5	+2	14	4.0
Metallges.	232	−1	10	2.2
Munchener Ruck.	555	−5	18	1.6
Neckermann	111	−2.9	—	—
Preussag Dm 100	115.5	−0.5	7	6.0
Rhein West Elect.	207.5	+0.8	16	3.9
Schering	263	+0.9	20	3.8
Siemens	297.3	+1.5	16	2.7
Sud Zucker	250	−3	17	3.4
Thyssen A.G.	123	+1	11	4.5
Varta	176	+0.8	14	4.0
VEBA	116.8	−0.1	12	5.2
Vereins & West Bk.	304	−1	20	3.3
Volkswagen	211	−0.5	10	2.4

AMSTERDAM

Feb. 7	Price Fls.	+ or −	Div. %	Yld. %
Ahold (Fl.20)	101	+1	24	4.8
Akzo (Fl.20)	21.5	−0.1	—	—
Algem Bnk (Fl.100)	336	+1.5	A22.5	6.7
Amev (Fl.10)	80.8	......	A44	5.4
Amro Bank (Fl.20)	67.5	−0.1	22½	6.7
Bijenkorf	81	+1	23	5.7
Boka Westm (Fl.10)	116.5	+1	70	5.9
Buhrm Tetterode	67.5	+0.5	25	7.4
Elsevier (Fl.20)	366	−11	121	1.6
Ennia N.V. Bearer	132	+3.2	32.5	4.4
EuroComTst (Fl.10)	62	......	94.6	5.6
Gist Brocades (Fl.10)	37.8	+0.7	22	5.8
Heineken (Fl.25)	106	+1.7	14	3.3
Hoogovens (Fl.20)	25.2	......	10.26	8.1
Hunter D. (Fl.100)	25	......	12	5.2
I.H.C. Holland	13.9	+0.2	10	7.1
KLM (Fl.100)	127.9	+1.7	—	—
Int Muller (Fl.20)	39.2	+0.5	18	9.2
Naarden (Fl.10)	40	−0.8	10	2.5
Nat.Ned Ins. (Fl.10)	104.9	−0.1	46.2	4.4
Ned Cred Bk (Fl.20)	50.8	......	20	7.9
Ned. Mid Bk (Fl.50)	180.5	......	20	5.6
Oce (Fl.20)	157.5	+3.2	A54	4.3
Van Ommeren	145.5	+5.5	8	5.5
Pakhoed (Fl.20)	44.7	−1.7	31	9.4
Philips (Fl.10)	25.8	+0.1	21	6.2
Rijn Sch Ver (Fl.100)	64.5	......	16	—
Robeco (Fl.50)	165.6	−0.2	—	7.6
Rolinco (Fl.50)	117	+0.5	A25.2	—
Rorento (Fl.50)	130	−0.3	—	3.5
Royal Dutch (Fl.20)	126.6	+0.3	A50	7.9
Slavenburg	236	......	19	8.1
Stevin Grp (Fl.20)	147	......	27½	5.7
Tokyo Pac Hlds $1	92	−0.5	30	0.8
Unilever (Fl.20)	122.5	+0.6	A41.8	6.8
Viking Res. Int. $1	42.4	−0.1	20	1.1
Westland'u.Bank	409.5	+7.5	32	3.9

COPENHAGEN ♣

Feb. 7	Price Kroner	+ or −	Div. %	Yld. %
Andersbanken	140¾	......	11	7.8
Burm'str'W. a/s	430	−5	15	3.4
Danske Bank	130	......	11	8.5
East Asiatic Co.	229½	−½	12	5.2
Finansbanken	115½	......	13	11.2
For. Bryggerier	321	−1¼	12	3.7
For. Papir	76	−1	8	10.5
Handelsbank	132	......	11	8.3
G.N'th'n H. (Kr80)	251	+1	12	4.8
Nord Kabel	253	+1¼	12	4.7
Oliefabrik	87½	......	—	—
Privatbank	136¼	......	11	8.2
Provinsbank	142½	......	11	7.7
Soph. Berendsen	367	......	12	3.3
Superfos	184	+1¼	12	6.5

VIENNA

Feb. 7	Price %	+ or −	Div. %	Yld. %
Creditanstalt	350	......	10	2.9
Perlmooser	262	−2	9	3.4
Selecta	580	−1	48	8.3
Semperit	92	......	—	—
Steyr Daimler	202	+1	7	3.5
Veit Magnesit	234	−1	14	5.6

TOKYO ¶

Feb. 7	*Prices Yen	+ or −	Div. %	Yld. %
Asahi Glass	320	−2	14	2.2
Canon	465	+3	12	1.3
Casio	600	+21	26	2.1
Chinon	405	−6	20	2.5
Dai Nippon Print	514	+1	18	1.8
Fuji Photo	552	+3	15	1.4
Hitachi	210	−4	12	2.9
Honda Motors	587	+14	18	1.5
House Food	1,060	+10	35	1.7
C. Itoh	230	......	12	2.6
Ito-Yokado	1,280	......	30	1.2
Jaccs	617	+13	13	1.1
J.A.L.	2,700	......	—	—
Kansai Elect. Pw.	1,040	......	10	4.8
Komatsu	313	+5	18	2.9
Kubota	279	−1	15	2.7
Kyoto Ceramic	2,790	−60	35	0.6
Matsushita Ind.	606	+15	20	1.7
Mitsubishi Bank	280	......	10	1.8
Mitsubishi Heavy	142	−1	12	4.2
Mitsubishi Corp.	418	+3	13	1.6
Mitsui & Co.	317	......	14	2.2
Mitsukoshi	520	......	20	1.9
Nippon Denso	1,210	−20	16	0.6
Nippon Shinpan	619	......	12	1.0
Nissan Motors	795	−2	16	1.0
Pioneer	1,530	−60	48	1.6
Sanyo Electric	213	−1	12	2.8
Sekisui Prefab	890	−17	30	1.7
Shiseido	1,080	−32	20	1.0
Sony	1,880	+50	40	1.1
Taisho Marine	250	−1	11	2.2
Takeda Chemical	328	−1	15	2.3
TDK	1,610	+90	30	0.9
Teijin	119	+1	10	4.2
Tokio Marine	495	−5	11	1.1
Tokio Elect Pow'r	1,080	......	8	3.7
Tokyo Sanyo	258	......	12	2.3
Tokyo Shibaura	130	+2	10	3.8
Toray	128	−2	10	3.9
Toyota Motor	860	+7	20	1.4

Source Nikko Securities, Tokyo.

BRUSSELS/LUXEMBOURG

Feb. 7	Price Frs.	+ or −	Div. Frs. Net	Yld. %
Arbed	2,160	+6	—	—
Bq. Brx. Lamb.	1,426	−18	60	4.2
Bekaert "B"	1,725	+10	112	6.5
C.B.R. Cement	1,140	−8	90	7.9
Cockerill	351	−1	—	—
EBES	2,410	−30	177	7.3
Electrobel	6,210	+40	450	6.9
Fabrique Nat.	2,475	+5	170	6.9
G.B. Inno-Bm	1,906	......	130	6.8
Gevaert	1,228	+2	80	6.5
Hoboken	2,536	+5	160	5.9
Intercom	1,630	−10	142	7.8
Kredietbank	6,230	+60	265	5.9
La Royale Belge	5,210	......	305	5.0
Pan Holding	2,460	......	$2.25	3.5
Petrofina	3,885	+25	180	4.6
Soc Gen Banque	2,770	−5	189	6.8
Soc Gen Belgique	1,865	−10	135	7.2
Sofina	3,981	+40	205	6.9
Solvay	2,470	−10	A200	8.1
Traction Elect.	2,540	+10	162	6.4
UCB	926	+2	—	—
Un Min. (1/10)	706	......	60	8.5
Vieille Montagne	1,340	−10	100	7.5

SWITZERLAND ⊕

Feb. 7	Price Frs.	+ or −	Div. %	Yld. %
Aluminium	1,430	−15	6	2.0
BBC 'A'	1,765	−20	10	2.9
Ciba Geigy (Fr.100)	1,230	......	22	1.8
Do. Pt. Certs.	975	−15	22	2.2
Do. Reg.	635	−6	22	3.4
Credit Suisse	2,435	−20	16	3.3
Electrowatt	1,820	+20	10	2.8
Fischer (George)	765	−5	5	3.3
Hoffman Pt. Certs	90,250	−1750	550	0.6
Do. (small)	9,050	−150	55	0.6
Interfood B	3,550	+75	20	2.9
Jelmoli (Fr.100)	1,590	−15	20	1.3
Nestle (Fr.100)	3,700	+10	A85.5	2.3
Do. Reg.	2,360	−5	A85.8	3.7
Oerlikon-B (F.250)	2,455	+5	15	15.3
Pirelli SIP (F.100)	285	−4	15	5.1
Sandoz (F.250)	4,075	......	26	1.6
Do. Part Certs	528	−1	26	2.5
Schindler Cts F100	322	+2	9	1.4
Sulzer Cts (F.100)	385	−1	14	3.6
Swissair (F.350)	858	−7	8.57	3.5
Swiss Bank (F.100)	421	−1	10	2.3
Swiss (Re.F.250)	5,050	......	40	2.0
Union Bank	3,470	−5	20	2.9
Zurich Ins.	11,900	+50	40	1.7

MILAN

Feb. 7	Price Lire	+ or −	Div. Lire	Yld. %
Anic	135	+7.75	—	—
Assonia Assic.	950	−50	120	12.6
Bastogi	435	+9.5	—	—
Fiat	1,965	+25	150	7.6
Do. Priv.	1,559.5	+15.5	150	9.6
Finsider	85.75	−0.75	—	—
Italcementi	10,720	+220	200	1.8
Italsider	128.5	+0.25	—	—
Mediobanca	32,380	+290	1,200	3.7
Montedison	145	−2.75	—	—
Olivetti Priv.	790	+5	—	—
Pirelli & Co.	2,130	+29	110	5.2
Pirelli Spa	1,033	+3	80	7.8
Snia Viscosa	550	+41	—	—

AUSTRALIA

Feb. 7	Aust. $	+ or −
ACMIL (25 cent)	†0.76	+0.01
Acrow Australia	†0.85	......
Allied Mnt-Trdg. Indus $1	†2.23	......
Ampol Exploration	†1.30	......
Ampol Petroleum	†0.79	......
Assoc. Minerals	†0.76	......
Assoc. Pulp Paper $1	†1.16	−0.01
Assoc. Con. Industries	†1.68	−0.01
Aust. Foundation Invest.	†1.07	+0.10
A.N.I.	†1.52	+0.02
Audimco	†0.40	......
Aust. Oil & Gas	†0.29	−0.02
Blue Metal Ind.	†0.98	......
Bougainville Copper	†1.03	+0.04
Broken Hill Proprietary	†5.44	+0.02
BH South	†0.90	−0.01
Carlton United Brewery	†1.83	+0.01
C. J. Coles	†1.95	−0.02
CSR ($1)	†2.87	+0.01
Cons. Goldfields Aus.	†2.90	+0.10
Container ($1)	†2.05	......
Conzinc Riotinto	†2.09	+0.01
Costain Australia	†1.35	+0.05
Dunlop Rubber ($1)	†1.36	+0.01
ESCOR	†1.15	+0.05
Elder-Smith	†1.90	+0.05
E.Z. Industries	†2.07	+0.02
Gen. Property Trust	†1.35	......
Hamersley	†2.20	......
Hooker	†0.78	......
I.C.I. Australia	†2.10	+0.01
Inter-Copper	†0.24	......
Jennings Industries	†1.33	−0.01
Jones (David)	†1.05	+0.02
Metals Exploration	†0.16	......
MIM Holdings	†1.71	+0.01
Myer Emporium	†1.91	−0.02
News	†2.25	+0.04
Nicholas International	†0.95	......
North Broken H'dings (50c)	†1.12	−0.01
Oakbridge	†1.52	−0.03
Oil Search	†0.08	+0.01
Pioneer Concrete	†1.44	−0.02
R. C. Sleigh	†0.78	−0.01
Southland Mining	†0.19	......
Tooth (S.)	†1.72	−0.03
Waltons	†0.95	+0.01
Western Mining (50 cents)	†1.15	+0.01
Woolworths	†1.59	+0.02

PARIS

Feb. 7	Price Frs.	+ or −	Div. Frs.	Yld. %
Rente 4½	782	−18.1	4½	0.6
Afrique Occid't'le	290	+7.8	21.15	7.3
Air Liquide	330	......	16.5	7.1
Aquitaine	309	+7	24	7.7
BIC	459.5	+15.5	12.75	2.7
Bouygues	342	+12	31.5	9.3
B.S.N. Gervais	322.8	+2.8	37.8	11.8
Carrefour	1,190	+26	60	5.1
C.G.E.	252.5	+4.4	27.6	10.9
C.I.T. Alcatel	755	+6	54.2	7.7
Cie Bancaire	225	+6.2	12	5.3
Club Mediter.	310	+10.1	6.3	2.1
Credit Com Fr'ce	100.2	+1.2	11.1	11.1
Creusot Loire	50.2	+0.2	12	23.9
Dumez	448	+13	16.05	3.6
Fr. Petroles	95.8	+1.8	14.10	14.7
Gen. Occidentale	177.1	......	8.25	4.7
Imetal	50.1	−0.25	5.25	10.5
Jacques Borel	84	+3	—	—
Lafarge	135	+4	16.77	12.4
L'Oreal	456	+13	15.88	3.5
Legrand	1,200	+35	31.95	2.7
Maisons Phenix	624	+21	39.9	6.4
Michelin "B"	1,025	+35	32.55	3.2
Moet Hennessy	324.5	+19.5	12.9	3.9
Moulinex	127.0	......	3	2.4
Paribas	134.8	+1.3	18.86	14.8
Pechiney	65	+0.9	7.5	11.5
Pernod-Ricard	188	+9	7.5	4.0
Peugeot-Citroen	251.2	+3.7	15	6.0
Poclain	78.5	−0.5	—	—
Radio Technique	303	+11	25.6	8.4
Redoute	462.5	+3.5	24	5.2
Rhone Poulenc	50.8	+0.9	9	18.0
St. Gobain	112.4	+1.9	13.65	12.1
Skis Rossignol	1,660	+70	39	2.3
Suez	205	+8	25.9	12.4
Telemecanique	512	+13	22.75	4.2
Thomson Brandt	130	+2	16.15	12.6
Usinor	18.5	+0.25	—	—

STOCKHOLM

Feb. 7	Price Krone	+ or −	Div. Kr.	Yld. %
AGA Ab (Kr.50)	175	−5	5.5	3.2
Alfa Laval B (Kr.50)	167	+2	5	3.2
ASEA (Kr.50)	89.0	−2.5	6	5.5
Atlas Copco (Kr.25)	116	−3	6	5.1
Billerud	85	−4	A6.8	8.0
Bofors	135	+5	4	5.2
Cardo	407	−4	12	2.9
Cellulosa	216	−4	10	4.7
Elect'lux 'B' (Kr.50)	128	−1	5.5	4.3
Ericsson 'B' (Kr.50)	137	+2	5	3.6
Esselte "B"	255	−1	8	3.1
Fagersta	90	+2	8	8.9
Granges (free)	53	−1	—	—
Handelsbanken	278	+3	14.87	5.4
Marabou	120	......	8	6.7
Mo Och Domsjo	68.5	−0.5	[illegible]	[illegible]
Sandvik A.B.	216	......	8.05	3.7
S.K.F. 'B' Kr.50	72.0	−0.5	4.5	6.3
Skand Enskilda	134	+1	8	6.0
Tandstik 'B' (Kr.50)	84.5	+0.5	5	4.9
Uddeholm	48.5	+1.5	—	—
Volvo (Kr. 50)	70.5	−1.0	6	8.5

OSLO

Feb. 7	Price Kroner	+ or −
Bergen Bank	95	......
Borregaard	58.0	+0.5
Creditbank	115	......
Kosmos	335	......
Kreditkassen	103.5	−0.5
Norsk Hydro Kr. 80	177.75	−1.25
Storebrand	87.5	......

BRAZIL

Feb. 3	Price Cruz	+ or −
Acesita	1.17	−0.01
Banco Brazil BP	3.82	+0.07
Belgo Mineira OP	1.77	+0.01
Docas OP	1.14	......
Lojas Amer. OP	3.0	+0.1
Manneman OP	2.17	−0.01
Petrobras PP	3.19	−0.05
Pirelli OP	[illegible]	[illegible]
Souza Cruz OP	[illegible]	[illegible]
Vale Rio Doce PP	[illegible]	[illegible]

Source: Rio de Janeiro SE.

JOHANNESBURG

MINES

Feb. 7: Anglo American Corpn., Charter Consolidated, East Driefontein, Elsburg, Harmony, Kinross, Kloof, Rustenburg Platinum, St. Helena, South Vaal, Gold Fields SA, Union Corporation, De Beers Deferred, Blyvooruitzicht, East Rand Pty., Free State Geduld, President Brand, President Steyn, Stilfontein, Welkom, West Driefontein, Western Holdings, Western Deep

INDUSTRIALS

AECI, Barlow Rand, CNA Investments, Currie Finance, De Beers Industrial, Edgars Consolidated Inv., Edgars Stores, Ever Ready SA, Federale Volksbeleggings, Greatermans Stores, Guardian Assurance (SA), Huletts, LTA, McCarthy Rodway, NedBank, OK Bazaars, Premier Milling, Pretoria Cement, Protea Holdings, Rand Mines Properties, Rembrandt Group, Retco, Sage Holdings, C. G. Smith Sugar, SA Breweries, Tiger Oats and Nat. Mlg., Unisec

Securities Rand

SPAIN ♥

Feb. 7: Asland, Banco Bilbao, Banco Atlantico, Banco Central, Banco Exterior, Banco General, Banco Granada, Banco Hispano, Banco Ind. Cat., B. Ind. Mediterraneo, Banco Popular, Banco Santander, Banco Urquijo, Banco Vizcaya, Banco Zaragozano, Bankunion, Banus Andalucia, Babcock Wilcox, CIC, Dragados, E. I. Aragonesas, Espanola Zinc, Expl. Rio Tinto, Fecsa, Fenosa, Gal. Preciados, Grupo Velazquez, Hidrola, Iberduero, Inmobanif, Olarra, Papeleras Reunidas, Petroliber, Petroleos, Sarrio Papelera, Sniace, Sogefisa, Telefonica, Torras Hostench, Tubacex, Union Elec.

w Danish feed ntrols

ary Barnes

OPENHAGEN, Feb. 7.

RK IS to tighten ry controls on its bacon fter criticisms of the of its pigmeat by ts and consumer groups. nove was announced by ul Dalsager, Minister of ure, after a meeting with ural leaders.

the Ministers and rmers' representatives d the criticisms as un- but both agreed that it sential to guard the on of Danish pigmeat, s the country's biggest xport product.

bing existing controls world's toughest, Mr. said they would be ed to eliminate three : the occasional use of n treated with mercury ood, antibiotic residues, presence of ochratoxin in eys.

oxin is a highly- s substance which some- evelops as a mould on rn, and subsequently way to the kidneys. Its has been found in representing between 0.2 per 1,000 pigs.

otic residues have been six out of a sample of s. They arise from the antibiotics on pigs too the time of slaughter.

ver world on area cast

ASHINGTON, Feb. 6.

S. Agriculture Depart- forecasting that the ton area will be 31.4m. in 1978-79—down 4.5 from the 32.9m. being this season.

ng average yields, cotton production for s projected to drop by per cent. to 48-50m. 80 lbs net) compared 8m. this season," the nt said.

eduction in area was ttributable to the sub- lecline in cotton prices with a year ago.

Department's Foreign ral Service said it the cotton area outside for 1978-79 to total ectares, compared with n's 27.5m.

decreases in area were in Guatemala, Mexico, Egypt and Colombia akistan and Peru were to expand plantings.

Farmers given five years to wipe out warble fly

BY CHRISTOPHER PARKES

THE GOVERNMENT yesterday launched a five-year campaign to eradicate warble fly in Britain. It plans to introduce measures to ensure that farmers protect their cattle against this insidious pest which damages meat, reduces milk yields and burrows through the animals' hides, severely reducing their value.

The Ministry of Agriculture estimates that the eradication programme will cost farmers £5m. in veterinary costs over five years. But the industry should reap a net profit of £12m. over the same period from higher prices for skins, better quality beef and higher milk yields.

After that, once Britain was clear of the pest, the livestock industry could expect to be about £6m. a year better off than in the past.

Modern systemic drugs are said to be 98 per cent. effective against the pest and the Ministry wants all farmers to treat all their cattle this autumn. It aims to make it an offence for a farmer to possess an infested animal next spring.

The only acceptable defence would be a veterinary certificate showing that the necessary treatment had been carried out.

Tanners and leather users in Britain welcomed the move, relieved that their years of campaigning had at last produced a result.

Mr. Guy Reaks, director of the British Leather Federation, said that earlier attempts to force farmers to treat their stock had failed because no effective means could be found to police the schemes. He had also found it difficult to persuade farmers of the benefits.

At one hide auction yesterday, second-quality hides clear of warble damage sold for an average £14.60 each. "Warbled" skins of the same grade were about £3 cheaper. According to grade, the difference in price between clear and damaged skins ranged between 5p and 12p a kilo.

Recent surveys have shown that more than 40 per cent. of the cattle marketed in England and Wales is infested with warbles. Before the freak hot weather of 1976, the usual rate was 30 per cent or less.

As margins have grown tighter throughout the meat industry, more attention has been paid to the losses incurred in skins—the so-called "fifth quarter" of cattle.

Announcing the plans in the Commons yesterday, Mr. Gavin Strang, junior Agriculture Minister, said that by a "combination of exhortation and compulsion, we aim to help the livestock industry to reduce the incidence of warble fly to such a low level that final eradication measures can be put in hand in 1982."

The National Farmers' Union commented: "We are pleased that consultations on the Ministry of Agriculture's proposals for a warble fly control and eradication scheme will begin shortly. We endorse in principle the methods outlined so far."

The ordinary-looking warble fly lays its eggs in the summer on the legs of cattle. The maggots eat their way into the flesh of their hosts, usually via hair follicles, and burrow upwards to the walls of the gullet.

Australian meat exports freed

BY KENNETH RANDALL

CANBERRA, Feb. 7.

THE MAJOR meat industry union in Australia has agreed to lift a four-year-old ban on live cattle exports to Japan and the trade is expected to be back in operation within a few weeks.

The Australasian Meat Industry Employees' Union has done a deal with the Cattlemen's Union of Australia, one of the smallest but most militant of the cattle producer organisations.

The deal has been bitterly criticised by other producer groups because its benefits are confined to members of the Cattlemen's Union. The United Graziers' Association described the arrangement as playing into the hands of the trades unions.

Sir Samuel Burston, president of the Australian Woolgrowers and Graziers' Council, said it put the meat industry employees' union in the position of deciding who could, and could not, export cattle.

Larger meat producer organisations, had discussed a general lifting of the export ban with the employee's union only last week but apparently were given no inkling that an alternative deal had already been made.

The Cattlemen's Union has agreed to limit exports to 1,600 head a month and its executive director, Mr. Barry Cassell, said they were expected to bring $A10-15 a head more in Japan than on the Australian market.

The export limit is designed to protect employment in Australian meatworks. However, since there are estimates that beef cattle numbers are currently 5-7m. head above market requirements, the possibility of shortages at the abattoirs seems remote.

In the formal announcement of the deal, the Cattlemen's Union acknowledges that in times of excess demand jobs in the domestic meatworks need to be protected and "restrictions on live exports at that time is one realistic way of protecting those jobs."

Fear of reduced employment at a time of booming exports was the reason for the imposition of the live export ban.

U.S. beef output to fall

WASHINGTON, Feb. 7.

THE U.S. Agriculture Department is forecasting smaller beef supplies for the next few years, especially after 1978.

This is signalled by last year's sharp reduction in cattle stocks—total cattle and calf numbers on January 1 amounted to 116.3m. head, 12 per cent. below the 1975 peak, the USDA said in a summary of the livestock and meat situation to be issued on February 14.

This was the third consecutive year of stocks reduction, and the sharpest decline on record, it said.

A decline in beef production is expected for the last half of 1978, and the annual production could be two to four per cent. below last year's total. But pork production for the second half of 1978 could be up substantially, an annual production rise about one-tenth. In addition, broiler output may rise six per cent. or more this year, the department said.

Average retail prices for red meat were forecast to rise slightly in 1978.

Reuter

Second zinc group cuts price

By John Edwards,
Commodities Editor

...It is WEST GERMAN zinc producers, Metallgesellschaft, confirmed yesterday it was reducing its official price for zinc by $50 to $550 a tonne. This follows the zinc producer price cut announced by Billiton on Monday.

It is generally expected that other producers will also quickly reduce their prices to $550 to remain competitive and the move downwards has made little impact on the already depressed London Metal Exchange zinc market. In fact, values closed slightly higher yesterday.

Reuter reported from Brussels that the EEC Commission has asked the liaison committee for the non-ferrous metal industry in the Common Market to prepare a study on the troubled European zinc industry.

The study, which should be presented in the next few weeks, will cover production, consumption, stocks, prices, costs and trading in the metal.

The committee, which groups the leading EEC zinc producers, said the Commission was concerned at the unfavourable trends on the zinc market and at their effect on its chances of survival.

The study will be used as a basis for discussion between the industry and the Commission and to draw up measures necessary to improve the situation, it added.

Soviet soya import demand denied

MOSCOW, Feb. 7.

ACCORDING TO Western agricultural experts here, Soviet officials have consistently denied that they are interested in importing soyabeans this year.

The experts were unable to confirm overseas market reports that the Russians had already bought between 500,000 and 1m. tonnes through an American export firm.

They said they had expected the Soviet Union to buy between 1m. and 1.5m. tonnes of American and possibly Brazilian soyabeans, but their Soviet contacts were "simply not interested."

Last year the Soviet Union imported 1.82m. tonnes of soyabeans.

They expected that the Soviet 1977 soyabean crop—grown almost entirely in the Soviet Far East—would yield 700,000 to 800,000 tonnes, although some estimates put the figure as high as 1m. tonnes. Reuter

U.S. FARMERS' STRIKE

Bitter times for grain producers

BY A CORRESPONDENT

A MIDNIGHT procession of farm tractors, or "tractorcade" as they're now called, winding its way through Washington D.C. on December 14, signalled the start of the American farmer's strike. Eight weeks later the strike is still very much on but separating the substance of its effect from the rhetoric is not easy.

"We're opening 30 strike offices a day." "Every State is now involved." "Between 80 and 90 per cent. of American farmers are now committed to the strike." These were some of the more modest claims of one of the organisers of the American Agriculture Movement, the newly-formed body determined to turn 1978 into The Year of Farm Protest.

But a more prosaic view came from a farmer in Iowa, who didn't know of any of his neighbours involved. As for national involvement, he suggested "try 8 per cent., not 80."

Two results

The scale of the strike then, is open to local interpretation, but it has had two undeniable results. It has projected agriculture into the news and it has reopened ideological differences between groups of farmers which have been dormant in recent years.

By the word strike, the organisers mean that participating farmers won't buy, won't sell and, if needs be, won't plant until their demands are met. These demands are five-fold and all revolve around the principle of price parity with industry. "Parity not charity" has been a slogan of farmers for 60 years. What it means is equality of purchasing power now compared with a basic period of history when the price they received for their products was in a favourable relationship with the costs of their inputs. This period is cited as being between 1910-1914, a supposed golden age for agriculture. In practical terms it means that if a bushel of wheat bought a pair of shoes then, it ought to do so now.

The USDA statistical reporting service still computes the parity ratio each month. At present it is claimed to average 64 per cent. for all products, the lowest since 1933. The last time it was at 100 per cent. was during the Korean war, although during the grain boom of 1972-73 it got close at 91 per cent.

Most economists do not accept the parity concept since it does not reflect the changes brought about by new technologies in machinery and breeding. However, it is a closely cherished ideal which farmers use to emphasise the raw deal they feel they are getting compared with the rest of society.

The origins of the strike can be traced to a meeting of four farmers over a cup of coffee near Springfield, Colorado. They decided to call a meeting to see if any other farmers in the area were in as desperate a plight as they were—44 showed up. At a better advertised meeting the following week, on September 12, over 600 turned up, and the Movement was born.

One of those founding members was Mr. Don Sels. He farms 1,700 acres in south-east Colorado, growing mainly wheat and milo, and describes himself as broke. The problem is not hard to see. He's been offered $2.35 a bushel for his wheat (£46 per tonne) at his local elevator, whereas four years ago the price was nearer $4. Since then the cost of his inputs has gone remorselessly upwards as his returns have shrunk. Bad weather and poor crops have compounded the problem. Like many other farmers he's been able to borrow more money from the bank to keep going as soaring land values have increased his equity, but that avenue is now exhausted. Wheat is presently 42 per cent. of parity; full parity would return him $5.04 a bushel (£98 a tonne).

To try to realise this agricultural dream, Mr. Sels and others are taking three practical steps. Firstly, they are refusing to pay taxes. In America these fall due on January 1, but payment can be delayed until April 1. After then an interest charge of 3 per cent. is levied but, as he puts it, that's still better than paying them with money borrowed at 10 per cent. from banks.

The second step is to plough up his winter wheat. Secretary of Agriculture Bergland's loan programme announced last autumn called for a reduction in the wheat acreage to 80 per cent., in order to lower carryover stocks. Originally, striking farmers were not going to grow any wheat at all, but after a vote in South Dakota it was agreed that farmers would produce 50 per cent. of capacity.

The third step taken by Mr. Sels is to buy grain futures for the July-December period and take delivery. As he said "if you can buy feed for your cattle cheaper than you can produce it, why bother to go into the fields?"

All this makes marvellous rhetoric but is it actually getting the farmers anywhere? Certainly there is no evidence in grain price futures of any upward movement. Traders on Chicago's Board of Trade discount the strike altogether. Big harvests and a slack world demand, they say, are having their inevitable effect, and until there is a sizeable crop failure elsewhere, this isn't going to change.

Amid all this, the U.S. Secretary of Agriculture, Mr. Bob Bergland, is offering a sympathetic and understanding ear but little else. Unlike his predecessor, Earl Butz, Mr. Bergland is a farmer, growing grain in northern Minnesota. A combination of him and a farmer president led to great hopes among the striking farmers but so far they've been disappointed. President Carter, though, is apparently to meet agricultural movement leaders on February 16.

Realisation

A view which commands a good deal of respect at present was put by the farmer in Iowa. He feels that what is happening now is a painful realisation that the early 1970s were an exceptional period and the norm was the 60s. Farmers, he contends, have been through a period of raised expectations and only now are they returning to the reality of their industry. If that's the case, then 1978 could be a very bitter year for American farmers.

The test will come in April or so when the threat not to plant has to be carried through. But that hard decision might be taken not by the farmers but by their bank manager—"plant or I'll hand the deeds to someone who will."

MODITY MARKET REPORTS AND PRICES

METALS

-Lost ground in moderate the London Metal Exchange. e of any firm lead from New closed early on Monday due orm, found the market vulner- forward metal falling from 15 in the morning following House selling. The lower ted good trade buying, how- took the price up to £638.5 kerb. Turnover 8,425 tonnes.

	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
	22.5-3.5	-5.25	625-6	-4
	635.5-6	-6	638-.5	-4
	623.5	-5	—	
	612.5-3	-5.5	615.5-6	-3.25
	625.5-6	-5	628-.5	-3.75
	613	-5.5	—	
	—		—	

Amalgamated Metal Trading reported that in the morning cash wirebars traded at £624, 23.5, 23, three months £638, 36.5, 36, 35.5. Cathodes, three months £625.5. Kerb: Wirebars, cash £623.5, three months £636, 36.5, 37. Afternoon: Wirebars, three months £636, 36.5, 37, 37.5, 38, 38.5. Kerb: Wirebars, three months £638.5.

TIN—Slightly easier. Interest was quiet with Penang market closed for the Chinese New Year holiday. Forward standard metal opened at £6,275 on the pre-market and then eased to £6,170 owing to nervous bull liquidation which narrowed the backwardation to £70 at one point. The market was then thought to have been oversold and some fresh buying and European physical interest lifted the price to £6,245 on the late kerb with the backwardation widening to £90. Turnover 1,205 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —
High Grade	£	£	£	£
Cash	6255-65	-112.5	6320-25	-17.5
3 months	6170-80	-110	6235-50	-25
Settlem't	6265	-130	—	
Standard				
Cash	6255-65	-112.5	6320-5	-17.5
3 months	6165-70	-107	6230-5	-25
Settlem't	6265	-130	—	
Straits E.	‡$1716		—	
New York	—		565.50	

Morning. Standard, cash £6,250, 55, three months £6,220, 15, 10, £6,200, £6,190, 80, 75, 70, 65, 70. Kerb: Standard, three months £6,180, 90. Afternoon: Standard, three months £6,200, 20, 25, 30, 40. Kerb: Standard, three months £6,230, 35, 40, 45.

LEAD—Lower in idle trading. Forward metal opened at £318 and came off to £314 in the morning rings influenced by the early downturn in copper. However, trade buying reversed this trend taking the price up to the day's highest level of £320 on the late kerb. Turnover 7,150 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	310-.25	-6.62	312-3	-2.5
3 months	316-.5	-6.62	318.5-9	-2.25
Sett'm'nt	310.25	-6.75	—	
N.Y. Spot	—		—	

Morning: Cash £310, 10.25, three months £315, 14, 15, 16, 16.5, 16.25. Kerb: Three months £316.5. Afternoon: Three months £317, 17.5, 18, 18.5, 19. Kerb: Three months £318.5, 19, 19.5.

ZINC—Barely changed. Forward metal weakened to £246.5 on the pre-market but subsequently rallied in line with other metals to close at £252 on the late kerb. Turnover 3,025 tonnes.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —
	£	£	£	£
Cash	242.75-3	-4.87	246-7	+.5
3 months	248-.5	-4.5	251.5-2	+1
S'ment	243	-5	—	
Prm. West	—		30.5-31	

Morning: Cash £242, 42.5, 42.25, three months £247, 47.5, 48. Kerb: Three months £248.5, 48.75. Afternoon: Three months £249, 51, 51.5, 52. Kerb: Three months £251.5, 52.

* Cents per pound. † On previous unofficial close. ‡ $M per picul.

SILVER

Silver was fixed 0.85p an ounce lower for spot delivery in the London bullion market yesterday, at 253.5p. U.S. cent equivalents of fixing levels were: spot 490.5c, down 1.3c; three-month 497.2c, down 1.8c; six-month 506.8c, down 1.5c; and 12-month 525.8c, down 1.5c. The metal opened at 254-255p (491½-493c) and closed at 253-254p (489½-491c).

SILVER per troy oz.	Bullion fixing pricing	+ or —	L.M.E. close	+ or —
Spot	253.5p	-0.85	253.2p	-1.1
3 months	257p	-1.1	256.65p	-1.85
6 months	262.1p	-1.1	—	
12 months	272.5p	-1.1	—	

LME—Turnover 107 (78) lots of 10,000 ounces. Morning: Cash 254; three months 257.5, 7.2, 7.1, 7.2. Kerbs: Three months 257.1. Afternoon: Three months 257, 6.8. Kerbs: Three months 256.6, 6.9, 7.

COFFEE

With New York totally snowbound, a lacklustre day was expected . . . and received, Drexel Burnham reported. The final call was a more active affair, when strong trade buying in the May position activated some stop-loss orders. Final values were £7-£23 up on the day. There was no fresh physical news.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
March	1818.0-1819.0	+15.0	1820-1780
May	1669.0-1670.0	+22.0	1672-1655
July	1570.0-1575.0	+20.0	1570-1540
September	1508.0-1509.0	+23.0	1490
November	1440.0-1460.0	+17.0	—
January	1380.0-1385.0	+07.5	—
March	1366.0-1370.0	+10.0	—

Sales: 1,787 (1,451) lots of 10 tonnes.

ICO indicator prices for February 6: (U.S. cents per pound): Colombian Mild Arabicas 203.00 (same); unwashed Arabicas 214.00 (same); other mild Arabicas 201.33 (same); Robustas 176.00 (same). Daily average 188.67 (same).

LONDON ARABICAS — Very quiet throughout the day with values remaining steady, Drexel Burnham reports.

Values strengthened on the close to record gains of $1.50 to $4.50.

Prices (in order buyer, seller, change, business)—April 215.60-216.00, +4.50, 216.00-213.00; June 197.25-197.50, +2.00, 197.25-196.50; Aug. 185.60-186.00, +1.35, 185.75-185.00; Oct. 174.00-176.00, +1.75, untraded; Dec. 163.50-164.50, +3.00, untraded; Feb. 156.00-157.50, +1.50, untraded. Sales: 25 (43) lots of 17,250 kilos.

COCOA

In the absence of New York trading, values remained within a narrow range throughout the day, Gill and Duffus reported.

COCOA	Yesterday's Close	+ or —	Business Done
No. 6 Cntr't			
March	1553.5-54.0	-14.25	1575.0-1542
May	1468.0-70.0	-15.75	1495.0-1465
July	1451.0-52.0	—	1466.0-1448
Sept	1451.0-54.0	+0.50	1455.0-1452
Dec	1405.0-10.0	-5.50	1420.0-1408
March	1385.0-92.0	-3.50	1400.0-1398
May	1375.0-77.0	-5.00	1395.0

Sales: 3,139 (3,465) lots of 5 tonnes.

International Cocoa Organisation (U.S. cents per pound)—Daily price Feb. 6: 130.31 (127.93). Indicator prices Feb. 7: 15-day average 130.67 (131.13); 22-day average 133.23 (133.56).

GRAINS

LONDON FUTURES (GAFTA)—Market opened unchanged on barley and generally traded lower in quiet conditions, mainly on country offerings. New crop barley found fair commercial buying and closed steady 5 down to 5 up, while old crop on late selling closed 20-25 lower. Old crop wheat closed between 45 and 20 lower. New crop wheat was quiet and closed unchanged to 10 lower, Acli reported.

WHEAT			BARLEY	
M'nth	Yesterday's close	+ or —	Yesterday's close	+ or —
Mar.	84.80	-0.20	72.95	-0.25
May	86.55	-0.45	75.40	-0.20
Sept.	83.55	-0.10	79.00	-0.05
Nov.	85.95	-0.10	81.50	......
Jan.	88.45	......	83.85	+0.05

Business done—Wheat: March 85.00-84.80, May 87.00-86.55, Sept. 83.55-83.50, Nov. 86.00-85.90, Jan. 88.60-88.40. Sales: 83 lots. Barley: March 73.20-72.95, May 75.65-75.40, Sept. 79.00-78.95, Nov. 81.50-81.50, Jan. 83.85-83.75. Sales: 84 lots.

IMPORTED—Wheat: CWRS No. 1, 13½ per cent., Feb. and March £84.50 Tilbury. U.S. Dark Northern Spring No. 2, 14 per cent., Feb. £83.50, March £82.25, transhipment East Coast. U.S. Hard Winter Ordinary, Australian, Argentinian, Soviet and EEC grades unquoted.

Maize: U.S./French Feb. £96.50, March £100 transhipment East Coast. Kenya Grade 3 March £70 nom. S. African Yellow March £67.75 quoted.

Barley, Sorghum, Oats: unquoted.

HGCA—Ex-farm spot prices Feb. 7. Other milling wheat: Humberside £88.40, Gloucester £90.00. Feed wheat: Humberside £80.30, Gloucester £77.60. Feed barley: Humberside, £70.60, Gloucester £69.90.

U.K. monetary co-efficient for the week from Feb. 13 is expected to be unchanged.

EEC IMPORT LEVIES—Effective to-day in order current levy plus March, April and May, previous in brackets in units of account per tonne. Common wheat—89.07, nil, nil, 0.15 (89.74, nil, nil, nil); Durum wheat—113.20, 15.08, 15.08, 12.17 (same); Rye—75.73, nil, nil, nil (same); Barley—79.66, nil, nil, 2.11 (same); Oats—72.25, nil, nil, nil (same); Maize (other than hybrid for seeding)—75.13, 0.50, 0.50, 1.84 (73.13, 0.67, 0.67, 1.68); Millet—77.79, nil, nil, nil (same); Grain sorghum—80.81, nil, nil, 2.68 (80.61, 0.67, 0.67, 3.02). Also for flour: Wheat or mixed wheat and rye—136.33 (137.27); Rye—117.63 (117.63).

JUTE

DUNDEE JUTE—Firm but quiet. Prices £270 for BWB, £260 for BWC, £253 for BWD. Tossa: £262 for BTC, £255 for BTD, afloat cif Dundee. Calcutta goods steady. Quotations c and f U.K. for Feb. shipment: 10-oz, 40-inch £10.59, 7½-oz £7.90 per 100 yards. March £10.66 and £8.06, April £10.73 and £8.14. "B" twills £30.48, £31 and £31.55 for the respective shipment periods. Yarn and cloth quiet, but prices firm.

VEGETABLE OILS

LONDON PALM OIL—Close: Feb. 270.00-280.00, March 260.00-270.00, April 280.00-270.00, May 260.00-270.00, June 280.00-270.00, July 260.00-270.00, Aug. 260.00-270.00, Sept. 260.00-270.00, Oct. 260.00-270.00.

RUBBER

ABOUT UNCHANGED opening on the London physical market. Little interest throughout the day, closing easier. Lewis and Peat reported that the Malaysian market was closed.

No. 1 R.S.S.	Yesterday's close	Previous close	Business done
March	46.85-46.40	46.50-46.55	—
April	46.50-46.70	46.90-46.85	—
Apr-Jne	46.90-47.05	47.35-47.50	46.80
Jly-Sep	48.60-48.65	48.95-49.00	48.70-48.50
Oct-Dec	50.25-50.30	50.55-50.65	50.70-49.80
Jan-Mar	51.80-52.05	52.30-52.40	52.25-51.80
Apr-Jne	53.60-53.70	53.90-54.05	53.95
Jly-Sep	55.10-55.20	55.45-55.60	55.60-55.10
Oct-Dec	56.65-56.75	57.05-57.15	57.05-56.70

Sales: 164 (45) lots of 15 tonnes.

Physical closing prices (buyers) were: Spot 46.25p (46.5); March 47.5p (47.8); April 47.75p (48.0).

SOYABEAN MEAL

Market opened unchanged in the morning, traded slightly steadier during the day on adverse weather conditions in the U.S., but drifted back to opening levels in very quiet conditions, SNW Commodities reported.

	Yesterd'ys Close	+ or —	Business Done
	£per tonne		
February	107.50-08.0	+0.25	—
April	104.70-04.5	+0.05	104.80-04.00
June	105.00-05.8	+0.08	104.30-05.60
August	104.50-04.5	-0.10	104.60-04.30
October	105.50-05.8	+0.70	—
December	105.50-06.5	—	106.40-06.00
February	106.00-08.0	-0.25	107.00

Sales: 72 (54) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE for raw sugar £108 (same) a tonne cif for Feb.-March shipment. White sugar daily price was fixed at £119.00 (same).

Sugar Pref. Comm. Conn.	Yest'rday's Close	Previous Close	Business Done
	£ per tonne		
March	116.95-17.00	117.75-17.80	117.80-17.00
May	120.70-21.00	121.55-21.80	121.75-20.75
Aug.	122.85-22.75	123.80-23.75	123.80-22.75
Oct.	124.25-24.50	125.60-25.75	125.75-24.25
Dec.	126.05-26.25	127.50-27.75	127.80-26.10
March	130.60-30.75	132.00-32.25	131.00
May	133.00-33.75	134.75-35.25	135.25-34.25

Sales: 1,621 (2,783) lots of 2 tonnes.

Tate and Lyle ex-refinery price for granulated basis white sugar was £242.40 (same) a tonne for home trade and £173 (same) for export.

International Sugar Agreement—Indicator prices (U.S. cents per pound fob and stowed Caribbean port) for Feb. 6: Daily price 8.53 (8.72); 15-day average 8.87 (8.90).

EEC IMPORT LEVIES—Effective to-day for denatured and non-denatured sugar in units of account per 100 kilos previous in brackets. White: 23.51 (23.68); Raw: 19.97 (same).

WOOL FUTURES

LONDON—In a more active session, the market was steadier, following overseas advices, Bache reported.

(Pence per kilo)

Australian Greasy Wool	Yesterday's Close	+ or —	Business Done
March	254.0-57.0	+1.50	—
May	254.0-57.0	+2.00	256.0
July	255.0-57.0	+1.50	—
October	238.0-47.0	+1.00	—
December	242.0-44.0	+2.00	240.0
March	245.0-47.0	+.50	247.0-46.5
May	245.0-48.0	+1.00	—
July	246.0-48.0	+1.00	—

Sales: 32 (10) lots of 1,500 kilos.

SYDNEY GREASY (in order buyer, seller, business, sales)—Micron Contract: March 339.2, 339.5, 341.0-339.5, 88; May 344.3, 344.7, 345.5-344.1, 70; July 352.0, 352.5, 353.5-352.0, 39; Oct. 355.5, 356.0, 357.2-356.0, 37; Dec. 360.0, 360.5, 361.2-360.5, 37; March 364.0, 365.0, 365.5-364.0, 7; May 366.5, 367.0, 367.5-367.3, 15; July 369.5, 371.0, 370.4-369.0, 14. Total sales: 307 lots.

MEAT/VEGETABLES

SMITHFIELD (pence per pound)—Beef: Scottish killed sides 48.0 to 52.0; Eire hindquarters 58.0 to 60.0, forequarters 38.0 to 40.0.

Veal: Dutch hinds and ends 94.0 to 98.0.

Lamb: English small 44.0 to 58.0, heavy 36.0 to 46.0; Scottish heavy 36.0 to 46.0. Imported frozen: NZ PM new season 44.0 to 45.5, PH old season 42.0 to 43.0.

Pork: English, under 100 lbs 37.0 to 42.0, 100-120 lbs 37.0 to 41.0, 120-160 lbs 35.0 to 40.0.

Hares: English, large, 150.0 to 190.0 each.

Partridges: Young, 180.0 to 190.0 each.

Pheasants: Best, 300.0 to 310.0 per brace.

MEAT COMMISSION—Average fatstock prices at representative markets on Feb. 7: GB—Cattle 63.12p per kg.l.w. (−0.46); U.K.—Sheep 129.9p per kg.est.d.c.w. (−0.4); GB—Pigs 59.3p per kg.l.w. (−0.3). England and Wales—Cattle numbers up 45.6 per cent., average price 63.12p (−0.50); Sheep up 5.0 per cent., 129.9p (−0.5); Pigs down 0.3 per cent., 59.2p (−0.3). Scotland—Cattle numbers up 29.3 per cent., average price 63.11p (−0.39); Sheep up 77.6 per cent., 126.8 (+1.0); Pigs up 27.8 per cent., 60.7p (−0.3).

COVENT GARDEN (prices in sterling per package unless stated)—Imported produce: Oranges—Spania: Navels 3.20-3.70; Jaffa: 3.50-3.95; Cyprus: Ovals approx. 16 kilos 54/80s 2.90-3.20; 20 kilos 3.30-3.80; Egyptian: Baladi 2.40-2.70; Moroccan: 3.00. Temples—American: Approx. 16-lb 3.00. Lemons—Italian: 100/120 2.60-3.30; Cyprus: 3.00-3.60. Grapefruit—Cyprus: 15 kilos 2.40-2.60, 20 kilos 3.00-3.60; Jaffa: 20 kilos 2.80-3.70. Sours—Spania: Approx. 40-lb 4.40. Satsumas—Spania: 2.50-2.80. Apples—French: 40-lb Granny Smith 6.00-7.00, Golden Delicious 4.60-5.60; 20-lb 72/100 Granny Smith 2.20-3.20, Golden Delicious 2.50-3.20, Red Delicious 2.60-3.00, Stark Crimson 2.70-3.20, Jumble pack, per pound, Golden Delicious 0.10-0.15; Italian: Golden Delicious 0.11-0.12; 0.15; Italian: Golden Delicious 0.11-0.12; U.S.: Red Delicious 9.00; Eastern States: 8.00-8.40; Hungarian: Red Delicious 7.00; Danish: Per pound MacIntosh 0.09-0.10, Spartans 0.09-0.10. Pears—Italian: Per pound Passacrassane 0.06-0.10. Plums—S. African: Santa Rosa per pound 0.25-0.28, Gaviotas 0.35-0.40, Red Ace 0.26-0.30. Grapes—Spanish: Almeria 2.30-2.90; Californian: Red Emperor per pound 0.38; S. African: Alphonse 3.00, Queen of the Vineyard 4.00. Bananas—Jamaican: Per pound 0.13. Tomatoes—Per 6 kilos, Canary: 3.00-3.70. Melons—Senegal: Yellow 5/15s 6.50-7.50. Cucumbers—Canary: 2.80-3.60. Onions—Spanish: 2.30-2.80. Cauliflowers—Jersey: 5.30; French: 5.40. Potatoes—Italian: 20-lb 2.90; Canary: 25 kilos 6.40; Cyprus: 2.80. Celery—Spanish: 15/48s 2.60-3.20.

English produce: Potatoes—Per 56-lb, Whites/Reds 1.00-1.50. Lettuce—Per 12, Indoor 1.70-1.80. Cabbage—Per ½-bag Primo 0.60. Beetroots—Per 28-lb 0.80. Carrots—Per bag 28-lb 0.40-0.60. Onions—Per 56-lb 0.50-1.20. Swedes—Per bag, Devon 0.40-0.45. Apples—Per pound, Cox's 0.16-0.24, Bramleys 0.11-0.16, Spartans 0.11-0.14. Pears—Per pound, Conference 0.09-0.14, Comice 0.12-0.14. Sprouts—Per pound 0.05. Parsnips—Per 28-lb 0.30. Turnips—Per 28-lb 0.60-0.70. Rhubarb—Per pound 0.20.

★

COTTON, Liverpool—Spot and shipment sales amounted to 72 tonnes, bringing the total for the week so far to 399 tonnes. Diminished demand led to a partially small offtake, with only limited supplies of Middle Eastern growths wanted, F. W. Tattersall reported. Users continued to favour South American and African qualities.

★

GRIMSBY FISH—Supply fair, demand fair. (Prices at ship's side unprocessed per stone): Shelf cod £3.70-£4.20, codlings £2.70-£3.60; large haddock £4.00-£4.50, medium £3.50-£4.00, small £2.50-£3.20; large plaice £3.40, medium £2.90-£3.50, best small £2.90-£3.40; skinned dogfish, large £7.00, medium £4.50; reds £1.20-£2.40; saithe £2.70-£3.20.

★

LINSEED CROP RISE FORECAST

BUENOS AIRES, Feb. 7.

The 1977-78 Argentine linseed crop is expected to total 640,000 tonnes, against 617,200 tonnes harvested the previous season, the Agriculture Department here reports.

This season's output would represent an increase of 59.8, and 41.2, per cent. from the average figures of the last five- and 10-year periods, respectively, it added.

Reuter

PRICE CHANGES

Prices per tonne unless otherwise stated.

	Feb. 7 1978	+ or —	Month ago
Metals			
Aluminium	£680	......	£680
Free Market (cif)	$880-70	......	$990
Copper cash W. Bars	£625.5	-4.0	£670.25
3 months do. do.	£638.25	-4.0	£684.75
Cash Cathode	£615.75	-3.25	£659
3 months do. do.	£628.25	-3.75	£673.25
Gold......Troy oz.	$175.325	-0.25	$173.125
Lead Cash	£312.5	-2.5	£364.75
3 months	£318.75	-2.25	£369.125
Nickel	—	......	—
Free Market (cif)	$1.82-2.0	......	$1.79-2.0
Platinum troy oz.	£96	......	£96
Free Market	£112	......	£101.5
Quicksilver (76lb.)	$130-35	......	$128.33
Silver Troy oz	253.5p	-0.85	258.9p
3 months	257p	-1.1	262.7p
Tin Cash	£6,322	-17.5	£6,455
3 months	£6,232.5	-25.0	£6,382.5
Wolfram 22.04lb cif	$150-56	-1.0	$168.75
Zinc cash	£246.5	+0.5	£281.375
3 months	£251.75	+1.0	£288.25
Producers	$600	......	$600
Oils			
Coconut (Phil)	$567.5u	+2.5	$550
Groundnut	£599	......	£597
Linseed Crude (r)	$271	+5.0	$265
Palm Malayan	$507q	......	$495
Seeds			
Copra Phillip	$392.5s	......	$380
Soyabean (U.S.)	$240.4	-0.6	$246.5
Grains			
Barley EEC			
Home Futures	£72.95	-0.25	£70.2
Maize			
French No.3 Am	£96.5	-1.0	£97.5
Wheat			
No. 1 Red Spring	£84.5s	+0.25	£84
No2 HardWinter	‡	......	‡
English Milling	£95.5	......	£93
Cocoa Shipment	£1,680	-15.0	£1,808
Future May	£1,469	-15.75	£1,605.5
Coffee Future			
May	£1,669.5	+22.0	£1,837.5
Cotton 'A' Index	66.2c	+0.15	62.75c
Jute LJ ABC	$457	......	$437
Rubber kilo	46.25	-0.25	48p
Sisal £ KASL	$565-45	......	$565
Sugar (Raw)	£108	......	£109
Wooltops 64s kilo	268	......	268p

Nominal. ‡ Unquoted. q Seller's quotation. c Cents a pound. r Ex-tank London-Hull. o April. s Feb.-March. t March-April. u Feb.-April. w March. z May. x Per ton.

FINANCIAL TIMES

Feb. 7	Feb. 6	Month ago	Year ago
227.77	228.24	236.70	268.71

(Base: July 1 1952=100)

REUTER'S

Feb. 7	Feb. 6	Month ago	Year ago
1398.1	1399.8	1420.0	1622.3

(Base: September 18, 1931=100)

DOW JONES

Dow Jones	Feb. 7	Feb. 6	Month ago	Year ago
Spot	351.08	350.23	349.38	397.69
Future	344.06	344.04	340.41	391.46

(Average 1924-25-26=100)

MOODY'S

Moody's	Feb. 7	Feb. 6	Month ago	Year ago
Sple Commdty	—	—	893.5	902.9

(December 31, 1931=100)

U.S. Markets

Snowstorm hits trading

FOUR of the Commodity market futures exchanged in New York were closed yesterday after the worst snowstorm in the metropolitan area in 30 years. The New York Cotton Exchange opened later than usual after a meeting to decide on the legal situation if not all member companies were able to attend.

The New York Coffee and Sugar Exchange, Commodity Exchange (Comex), New York Mercantile Exchange and the New York Cocoa Exchange, did not open for trading at all.

A Comex spokesman said delivery notices against the exchanges spot month for gold, silver and copper would be deferred until Wednesday.

Cocoa—Closed.
Coffee—Closed.
Copper—Closed.
Cotton—No. 2: March 56.75-56.80 (56.67), May 57.84-57.85 (57.45), July 58.90-58.95, Oct. 59.65-59.70, Dec. 60.10, March 60.85-60.95, May 61.20-61.25, July 61.00-61.25. Sales: 255,000 bales.
*Gold—Closed.
†Lard—Chicago loose 21.00 nom. (20.75), New York prime steam 22.50 asked (same).
‡Maize—March 226½-227 (227), May 230½-230¼ (230½), July 230½-230¼, Sept. 227¾, Dec. 226¼, March 233¼.
§Platinum—Closed.
¶Silver—Closed. Handy and Harman bullion spot: 485.00 (489.50).
Soyabeans—March 571-571½ (574), May 579½-579¾ (582½), July 585½, Aug. 586, Sept. 576½, Nov. 576, Jan. 583½, March 590¼.
‖Soyabean Meal — March 152.00-151.80 (152.20), May 155.90-156.10 (156.00), July 159.00-159.20, Aug. 160.20-160.50, Sept. 159.50-160.20, Oct. 160.00-160.50, Dec. 162.20-162.50, Jan. 162.00-163.00, March 162.50-163.00.
Soyabean Oil—March 20.62-20.60 (20.78), May 20.46-20.45 (20.57), July 20.45-20.43, Aug. 20.38, Sept. 19.85-20.00, Oct. 19.65, Dec. 19.60, Jan. 19.50-19.55, March 19.45-19.50.
Sugar—Closed.
Tin—Closed.
**Wheat—March 267¼-267½ (265½), May 272½-272¼ (274), July 276½-276, Sept. 280¼, Dec. 288¼, March 296¼ asked.
WINNIPEG, Feb. 7. ††Rye—May 111.50 bid (112.20 bid), July 110.60 asked (110.30 asked), Oct. 109.80 bid, Nov. 110.00.
††Oats—May 77.70 (77.40 bid), July 75.50 (75.40 asked), Oct. 74.90 bid.
‡‡Barley—May 78.50 (78.10), July 79.10 bid (77.10 asked), Oct. 77.70 bid.
§§Flaxseed—May 212.00 (212.00 bid), July 214.10 bid (214.00 asked), Oct. 216.10, Nov. 219.50.
¶¶Wheat—SCWRS 13.5 per cent. protein content cif St. Lawrence 151.43 (149.54).

All cents per pound ex-warehouse unless otherwise stated. * $s per troy ounce—100 ounce lots. † Chicago loose $s per 100 lbs—Dept. of Ag. prices previous day. Prime Steam f.o.b. NY bulk tank cars. ‡ Cents per 56 lb bushel ex-warehouse, 5,000 bushel lots. § $s per troy ounce for 50 ounce units of 99.9 per cent. purity delivered NY. ¶ Cents per troy ounce ex-warehouse. ‖ New "B" contract in $s a short ton for bulk lots of 100 short tons delivered f.o.b. cars Chicago, Toledo, St. Louis and Alton. ** Cents per 60 lb bushel in store. †† Cents per 24 lb bushel. ‡‡ Cents per 48 lb bushel ex-warehouse. §§ Cents per 56 lb bushel ex-warehouse, 1,000 bushel lots. ¶¶ $C per tonne.

Polish harvest at 7-year 'low'

WARSAW, Feb. 7.

POLISH PRODUCTION of wheat, rye, barley and oats in 1977 was 17.5m. tonnes compared with 19m. tonnes in 1976 and a record 21.4m. tonnes in 1974, according to statistics in the Communist party daily Trybuna Ludu.

The 1977 harvest, badly hit by floods, was the lowest since 1970, the official figures show.

Premier Piotr Jaroszewicz has already announced that, because of the poor harvest, Poland is to import 15m. tonnes of grain and fodder—much of it from the U.S.—in the two-year period 1977-78.

Reuter

STOCK EXCHANGE REPORT

Gains in Gilts wiped out late by money growth fears

Equities below best in thin trade—Index up 5.6 at 463.7

Account Dealing Dates

Option

*First Dealings	Declarations	Last Dealings	Account Day
Jan. 30	Feb. 9	Feb. 10	Feb. 21
Feb. 13	Feb. 23	Feb. 24	Mar. 7
Feb. 27	Mar. 9	Mar. 10	Mar. 21

* "New time" dealings may take place from 9.30 a.m. two business days earlier.

A technical rally in Gilt-edged yesterday was sharply reversed in the late trade when the announcement of banks' eligible liabilities was released. These proved much worse than had been expected and led to fears of a sharp increase in the growth of money supply figures which are due to be announced next week.

Gains to a full point in the Funds were completely eliminated and quotations in inter-office dealings were still softening. Earlier optimism about the banks' figures was partly responsible for the improvement earlier in the day, and other helpful influences to all-round sentiment included Press comment pointing to good January trade returns and on the end of dividend controls after July 31 next in the absence of further legislation.

The sensitive state of the equity market was quite clearly illustrated by the jump of over five points in the FT 30-share index after the first half-hour's business. The rise was gradually extended in a thin trade, mostly bear-covering and "cheap" buying, but a rise of 7.9 at the day's best at 3 p.m. was subsequently reduced to a close of 463.7, up 5.6. This goes against a loss of 11.7 over the three previous business days.

In line with recent occasions when the equity market had moved firmer, official markings fell away and came to 5,552 as compared with 6,411 on Monday and 6,388 on Tuesday of last week.

The late easing tendency failed to reach most second-line stocks and rises outnumbered falls in FT-quoted equities, by more than two-to-one, for the first time in 11 trading sessions. The same trend was seen in the broad-based FT-Actuaries indices with only one of the 46 groups and sub-sections showing a loss; the average rise was 1¼ per cent., as in the All-share index at 201.95.

Late reversal in Gilts

A good rally in British Funds was dramatically reversed after the official close yesterday following receipt of the clearing banks' latest eligible liabilities. These were interpreted as very disappointing and immediately gains, which had earlier ranged to a full point, were wiped out as stock came on offer again and quotations were protectively lowered. The net result left several high-coupon longs ¼ down, while similar losses appeared against shorter maturities of current appeal, which in the morning trade had enjoyed rises ranging to ½. A technical recovery after the recent weakness had been expected but the movement helped by bear-closing, was accelerated by newspaper comment on next week's Trade figures and less damaging views about the authorities' handling of money supply. This week's fairly sharp rise in the rate, up from 7¾ per cent. to 8 per cent., on the latest batch of local authority yearling bonds made no impression on sentiment. Corporations were generally unaltered, the about-turn in the main funds coming too late to affect the market, while Southern Rhodesian bonds marked time awaiting positive developments in the peace talks.

Although the overall movement in the investment currency premium was fairly modest, some good-size institutional business on both buying and selling account was concluded; after improving initially to 77½ per cent., the rate eased to 76½ per cent. before closing a net ¾ lower at 76¾ per cent. Yesterday's SE conversion factor was 0.7598 (0.7577).

Banks below best

The major clearing Banks expressed late disappointment with the latest Banking figures and closed a few pence below the best. Midland were finally 2 better a 340p, after 342p, while the new nil-paid finished 3 better at 14p premium, after 15p premium. Lloyds settled 4 up at 260p and Barclays 3 dearer at 315p, after 318p. NatWest closed 6 to the good at 268p, after 270p; the preliminary results are due on February 28.

Interest in Composite Insurances was at a low ebb but prices rallied in line with the general trend. Royals shrugged aside recent fund-raising fears and recovered 7 at 377p, while Sun Alliance improved a similar amount to 529p. Eagle Star picked up 4 to 143p and Phoenix regained 5 to 255p. General Accident rose 8 to 218p; the annual results are due on March 1. Among Brokers, Willis Faber improved 5 to 263p in belated response to Press comment.

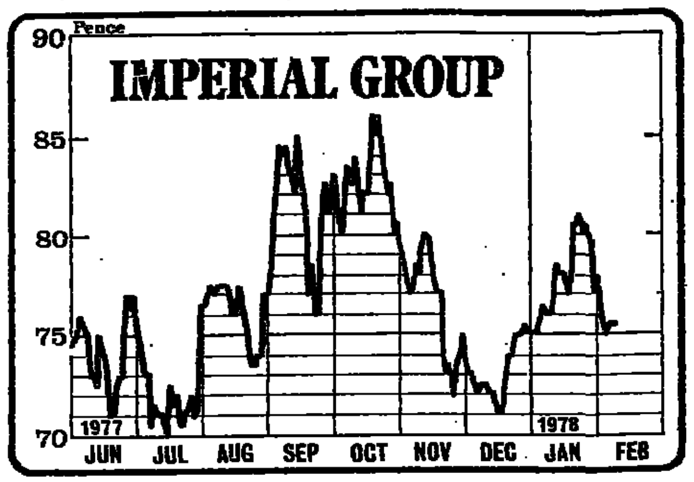
Breweries contributed firm spots in Allied, which finished 1½ harder at 83p, after 84p; the group plans to consolidate its U.K. borrowings and of the stocks concerned, Harvey's of Bristol 6½ per cent. Debenture 1982/87 were marked up three points to £78, while gains of ten points were established by Teacher (Distillers) 7 per cent. Loan 1979/84 and the 10 per cent. Loan 1978/92 at the common price of £95. Revived bid speculation lifted Vaux 11 to 404p and, elsewhere, Bass Charrington, 140p, and A. Guinness, 180p, put on 3 apiece. A fresh flurry of speculative interest raised Geo. Sandeman 8 to 65p.

Buildings improved with the general trend. Construction issues were also helped by the National Federation of Building Trades Employers' favourable report on the industry. Richard Costain added 5 at 239p as did Marchwiel at 235p, while Taylor Woodrow improved 4 to 384p. Speculative demand prompted a gain of 5 to 83p, after 84p, in Richards Wallington and, elsewhere, John Mowlem put on 4 at 125p. AP Cement, at 238p, retrieved 4 of the recent sharp fall which stemmed from a chart sell recommendation, while Vibroplant hardened 2 more to 164p on further consideration of the interim figures.

ICI recorded a technical improvement of 3 to 345p among quietly firm Chemicals. A nervous market recently on talk that a new Swiss drug was successfully competing with its major pharmaceutical product, Intal, Fisons picked up 5 to 365p.

GEC rally

A better trend developed in the Electrical leaders and GEC briskly traded up to 260p before settling at 257p for a net rise of 5. Thorn closed similarly dearer at 352p, while Plessey hardened 2 to 92p. Elsewhere, Decca issues gained a little ground in front of to-day's interim results, the Ordinary rising 5 to 460p and the A 10 to 450p. Racal met with support at 208p, up 6, along with BSR, 3 dearer at 95p. Unitech responded to the increased interim dividend and profits with a rise of 4 to 93p, while favourable Press mention caused Dewhurst and Partner to advance 5 to 15½p. Among the occasional dull spots, Farnell gave up 4 at 193p and losses of 3 were sustained by Ward and Goldstone, 92p, and Audio Fidelity, 31.



Encouraged by confirmation of the marked recovery in December consumer spending, leading Stores made good progress in thin trading. W. H. Smith A, 7 higher at 146p, led the rally, while British Home gained 5 to 196p and Gussies A improved 4 to 278p. House of Fraser firmed 3 to 135p and Marks and Spencer put on 2 to 139p. Woolworth hardened a penny to 71p with the help of Press comment. Elsewhere, Henderson-Kenton rose 2 to 66p for a similar reason, while Dixons Photographic recovered 6 to 135p.

Helped to some extent by bear-covering the Engineering majors made useful progress, but the best levels were not always held. A good investment demand developed for J. Brown, which pushed ahead to 292p before settling at 290p for a net gain of 7. GKN closed similarly dearer at 277p and Hawker 4 higher at 178p, but Tubes and Vickers closed only marginally better at 382p and 180p respectively. Secondary issues recorded scattered improvements. Davy International put on 6 to 236p. Birmingham Pallet rose 5 more to 76p and Adwest were 4 to the good at 244p. Benjamin Priest traded firmly at 76½p, up 2, awaiting to-day's interim results. Manganese Bronze returned to favour and rallied 3 to 91p, while gains of a similar nature were recorded in Babcock, 114p, and Deritend, 155p. On the other hand, J. Saville Gordon reacted 2 to 18p on the sharp interim profits setback. Elsewhere, Shipbuilders were featured by a rise of 25 to 290p in Yarrow following demand in an extremely thin market.

Foods took a turn for the better. Northern rose 5 to 113p, while renewed investment demand lifted J. Sainsbury, 170p, and Associated Dairies, 222p, by 7 or so. Renewed takeover speculation took J. Bibby up 9 to 215p, while British Sugar improved 10 to 450p after the chairman's statement. Other firm spots included Associated British Foods, 2 up at 61p, and Fitch Lovell, 3 better at 62p.

Awaiting to-day's preliminary figures, Trust Houses Forte gained 4 to 178p. Pontin's edged forward 1½ to 39p following the formal offer documents from Coral Leisure. Also better were Prince of Wales, 105p, and Ladbroke, 187p, which put on 5 and 6 respectively.

Misc. leaders better

Technical influences induced a rally in the miscellaneous industrial majors although the disappointing U.K. banking statistics caused prices to close below the best in places. Rank Organisation closed with a gain of 8 at 246p. Reckitt and Colman were 7 to the good at 422p as were Turner and Newall at 211p; the latter's annual figures are due on March 2. Glaxo ended 4 dearer at 567p, after 570p and Boots closed 3 harder at 200p, after 201p. Reed International, however, still reacted to adverse Press mention and relinquished 2 more to 114p. Elsewhere, European Ferries encountered good support at 108½p, up 4½, while a revival of speculative buying lifted Avon Rubber 5 to 192p. Mams also added 5 to 76p, after 77p, for a similar reason, while ICL put on 6 at 244p as did BTR, to 224p.

Dowty featured late with a jump of 8 to 164p, after 165p, on the encouraging trading statement which accompanied interim figures pitched at the top range of market estimates. Other Motor and Distributor issues attracted a little more business and closed firmly; sentiment was helped by the announcement by Ford of its plans to boost its car production in the U.K. BSG International moved up a penny to 38p following Press comment, while Adams and Gibbon, 85p, and Appleyard, 84p, put on 5 and 6 respectively. In thin markets, Caffyns moved up 8 to 100p and Western Motor 7 to 75p. Reliant held at 5½p despite news of planned redundancies, while Rolls-Royce managed to finish 1½ harder at 65p.

North Sea oil-orientated Newspapers traded irregularly. Thomson rallied 8 to 611p but Associated, unaltered at 148p, were restrained by the six-week suspension of oil production from the Argyll Field, in which it has a 12½ per cent. interest. Elsewhere, Routledge and Kegan Paul revived with an improvement of 10 to 163p and Wilson Bros. hardened a penny more to 45½p.

Oils active

Leading Oil shares took a distinct turn for the better after the recent quietly dull spell. A fairly brisk trade developed in British Petroleum which moved ahead to close at the day's best of 778p, up 18, while a useful business was also seen in Shell, 12 to the good at 496p. Elsewhere, a broker's favourable circular helped stimulate a little interest in Ultramar which put on 2 to 224p. Oil Exploration firmed 4 to 220p and Siebens (U.K.) were similarly better at 268p, while Tricentrol closed a few pence up at 148p.

Although not particularly active, the Property leaders continued firmly and gains of a few pence were recorded in Land Securities, 216p, and MEPC, 122p. Secondary issues made a modest recovery. Bradford picked up 4 to 224p and rises of around 3 were made by Property Holding and Investment, 318p, Stock Conversion, 244p, and Samuel, 85p. Clarke Nickolls regained 5 to 90p, after the recent bout of profit-taking which followed news that Guinness Mahon had sold its 20.3 per cent. holding in CN to Bremar Holdings. Warner Estate firmed 2 to 127p on the chairman's encouraging annual review.

Camellia Investments continued firmly, rising 17 to 225p for a two-day gain of 28p on persistent small buying in a thin market. Other Investment Trusts were better for choice following an improved trade. Claverhouse were notable for a rise of 2 to 80½p following preliminary figures, while news of the financing arrangements enabled Scottish Northern to close a shade better at 88p. In Financials, however, Fashion and General fell 6 to 155p.

Lofs edged forward 1½ to 37p in Shippings where P & O Deferred and Ocean Transport put on 2 apiece at 106p and 127p respectively.

Textiles made modest headway with Coats Patons finishing 1½ harder at 69p and Lister 2 firmer at 38p.

BAT Industries featured Tobaccos, but finished below the best; following reports of a switching operation, the Ordinary closed 5 up at 290p, after 295p, and the Deferred 6 higher at 233p, after 236p. Imps made a muted response to the preliminary figures, improving marginally to 76½p before closing unaltered at 75½p.

Teas were rarely worthy of mention apart from improvements in Jokai, 235p, and Longbourne, 250p, both of 8.

Subdued Mines

Business in mining markets was again at minimal levels as interest centred on the U.K. equit ymarket. South African Golds were undisturbed overall and the Gold Mines index remaine dstatic at 151.6 for the second consecutive day. The bullion price was finally 25 cents off at $175.375 per ounce.

South African Financials were equally quiet with the exception of Union Corporation, which rose to 272p following a small demand before easing back to close 2 firmer on balance at 266p.

In Platinums a selling order from the Cape caused Bishopsgate to give up a penny at 75p, while similar reactions were seen in Rustenburg, 88p and Lydenburg, 58p.

Turnover in London-domiciled Financials was negligible but the firmness of the equity market saw Rio Tinto-Zinc 2 harder at 172p and Gold Fields a similar amount better at 187p.

Hopes that an internal settlement to the Rhodesian constitutional problem might be imminent left Rhodesian Corporation a penny up at 21p and Wankie the same higher at 38p.

Consolidated Gold Fields Australia provided a lone firm spot in an otherwise subdued Australian section; the shares advanced 15 to 225p in line with the sharp gain in overnight Sydney and Melbourne markets on vague bid talk. Bougainville were unchanged at 73p, after touching 74p, following the lower profits and dividend. Profit-taking clipped 13 from Peko-Wallsend, 425p.

FINANCIAL TIMES STOCK INDICES

—	Feb. 7	Feb. 6	Feb. 3	Feb. 2	Feb. 1	Jan. 31
Government Secs.	74.05	74.05	74.85	75.65	76.10	75.61
Fixed Interest	78.03	78.02	78.72	79.15	79.19	79.20
Industrial Ordinary	463.7	458.1	458.7	460.5	469.8	467.0
Gold Mines	151.6	151.6	151.6	153.7	153.0	151.0
Ord. Div. Yield	5.76	5.85	5.84	5.81	5.71	5.73
Earnings Y'ld%(full)(*)	17.56	17.75	17.75	17.71	17.41	17.46
P/E Ratio (net) (*†)	8.07	7.97	7.97	8.00	8.14	8.12
Dealings marked	5,552	6,411	6,361	6,122	5,019	6,536
Equity turnover £m.	—	62.29	67.12	65.23	68.39	75.72
Equity bargains total	—	13,754	12,350	13,058	15,361	12,817

10 a.m. 463.3. 11 a.m. 464.3. Noon 463.5. 1 p.m. 465.5. 2 p.m. 465.8. 3 p.m. 466.0.

Latest Index 01-246 8026.

*Based on 52 per cent. corporation tax. †Nil=8.81.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Ind. Ord. 1/7/35. Gold Mines 12/9/55. SE Activity July-Dec. 1942.

HIGHS AND LOWS

—	1977/78 High	1977/78 Low	Since Compilation High	Since Compilation Low
Govt. Secs.	79.85 (30/9)	60.45 (4/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	81.27 (9/1/78)	60.49 (4/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	549.2 (14/9)	357.6 (12/1)	549.2 (14/9/77)	49.4 (26/6/40)
Gold Mines	174.5 (14/10)	95.1 (1/2)	442.3 (22/5/75)	43.5 (26/10/71)

S.E. ACTIVITY

	Feb. 7
—Daily	
Gilt-Edged	227.0
Industries	180.5
Speculative	33.1
Totals	126.4
5-day Average	
Gilt-Edged	227.1
Industrials	191.2
Speculative	40.8
Totals	134.1

OPTIONS TRADED

DEALING DATES

First Dealings	Last Dealings	Last Declaration	For Settlement
Feb. 7	Feb. 20	May 11	May 23
Feb. 21	Mar. 6	May 25	Jun. 7
Mar. 7	Mar. 20	Jun. 8	Jun. 21

For rate indications see end of Share Information Service

Money was given for the call of P. and O. Deferred, Town and City Properties, Consolidated Gold Fields, Pontin's, Siebens (U.K.), Barker and Dobson, BP, UDT, Burmah Oil, Woodhouse and Rixson, Wilkinson Match, F. Sumner, KCA Drilling, J. Bibby, Imperial Group, B International, Fitch Lov tillers, ICI, Spillers, Co cial Union, Shell Transpo broke Warrants, Wilson nolly, Intereuropean Prop Electronic Machine, and minster Properties. Puts dealt in Trafalgar Hou Osborn, Reed Internation Group, International Com Time Products, and J. Sain while doubles were arrang P. and O. Deferred, BP, son Organisation, Ladbroke rants, Bejam, Consolidated Fields, NatWest Warrant Commercial Union.

NEW HIGHS AND LOWS FOR 1977/

The following securities quoted in the Share Information Service yesterday attained new Highs and Lows for 1977-78.

NEW HIGHS (16)

BEERS (2)
Morland
Sandeman (Geo. G.)

BUILDINGS (2)
Vibroplant
Richards & Wallington

ELECTRICALS (1)
Dewhurst A

ENGINEERING (1)
Brown (J.)

HOTELS (1)
Stakis (Reo)

INDUSTRIALS (2)
James (M.) Inds.
Watson (R. K.)

INSURANCE (1)
Ennia U.K. 9pc Conv.

MOTORS (1)
Bluemel Bros.

NEWSPAPERS (1)
Wilson Bros.

TEXTILES (2)
Atkins Bros.
Haggas (J.)

RUBBERS (2)
Grand Central
Sungei Krian

NEW LOWS (3)

AMERICANS (1)
U.S. Steel

CHEMICALS (1)
Yorkshire Chems.

INDUSTRIALS (1)
Reed Intl.

RISES AND FA YESTERDA

	Up
British Funds	—
Corpns., Dom. and Foreign Bonds	7
Industrials	475
Financial and Prop.	162
Oils	18
Plantation	1
Mines	29
Recent Issues	11
Totals	699

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ACTIVE STOCKS

Stock	Denomination	No. of marks	Closing price (p)	Change on day	1977-78 high	1977-78 low
BP	£1	14	778	+18	966	760
ICI	£1	13	345	+ 3	446	325
BATs Defd.	25p	12	233	+ 6	260	202
Grand Met.	50p	11	97	+ 2	109	62
Midland Bk. 'New'	Nil/pd.	11	14pm	+ 3	15pm	11pm
Shell Transport	25p	11	496	+12	625	454
GEC	25p	9	257	+ 5	284	163
Marks & Spencer	25p	8	139	+ 2	173	96
Reed Intl.	£1	8	114	− 2	233	114
Babcock & Wilcox	25p	7	114	+ 3	153	70
Beecham	25p	7	627	+ 4	693	372
Boots	25p	7	200	+ 3	244	115
Debenhams	25p	7	99	+ 2	120	66½
Rank Org.	25p	7	246	+ 8	276	128
RTZ	25p	7	172	+ 2	247	170

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid up	Latest Renunc. Date	1977/8 High	1977/8 Low	Stock	Closing Price p	+ or −	Div. Amount	Times Covered	Gross Yield	P/E Ratio
52	F.P.	27/1	60½	63	I.M.I.	57½	+1	g3.29	2.7	8.7	6.2

FIXED INTEREST STOCKS

Issue Price	Amount Paid up	Latest Renunc. Date	1977/8 High	1977/8 Low	Stock	Closing Price £	+ or −
‖£1	nil	20/2	40pm	35pm	Automated Secs. 8% Cnv. Cum. Pref.	35pm	......
—	F.P.	24/2	104½p	101p	Batleys of Yorkshire 10% Cum. Pref.	104½p	+1
**	F.P.	21/2	103p	99p	Centreway 11% Cum. Pref.	100	......
£99	£50	3/3	59½	51¼	Grampian Reg. 10¾% 1985	59½	+¼
$100	F.P.	—	$96¼	$96¼	Inco 8¾% Notes 1984	$96½	......
$100	F.P.	—	$96¼	$96¼	Do. 9% Deb. 1992	$96¾	......
£100	£50	24/3	56⅝	51	Kensington & Chelsea 11¾% 85-87	51¼	+¼
£100	F.P.	—	100½	99⅞	Do. Do. Variable '82	100⅛	......
£100	—	—	100⅝	99½	Leeds Variable 1982	100¼	......
£100	F.P.	—	100¼	100⅛	Leicester Variable 1982	100¼	......
††£99	F.P.	3/3	101½	100½	Mid Kent Water 7% 1982	101	......
£100½	F.P.	—	£99¾	£99¼	Rowntree Intl. 10½% 1988	£99¼	......
—	F.P.	—	$97	$96	Shell Intl. Fin. N/V. 8½% Guar. Notes 1990	$97	......
—	F.P.	27/1	106p	99⅞	Stag Furniture 10% Cum. Pref.	104	......
£99¾	F.P.	—	100⅛	100⅛	Tameside Variable 1985	99⅞	......
£99¼	£19	28/4	10⅝	8	Do 10½% Red '84-5	8¼	+¼
—	F.P.	24/2	105p	104p	Whitehouse (G.) 11% Cum. Pref.	104p	......

"RIGHTS" OFFERS

Issue Price p	Amount paid up	Latest Renunc. Date ●	Latest Renunc. Date ■	1977/8 High	1977/8 Low	Stock	Closing Price p	+ or −
95	F.P.	31/1	24/2	122	117	Arlington Motor	118	......
50	F.P.	6/1	10/3	79	56	Cableform	69½	+½
32	F.P.	23/1	27/2	51	38	Christy Bros.	43	−1
180	nil	24/2	10/3	52½	63	Comm. Bank of Australia	43	......
190	F.P.	13/1	10/2	220	200	Ellbar Industrial	220	......
12½	F.P.	24/1	6/2	15	12⅝	Johnson & Barnes	12½	......
62	F.P.	6/1	10/2	83½	71	Kenning Motor	79	......
10	F.P.	1/2	—	41	36	L.R.C. International	40	+½
21	nil	—	—	7pm	5½pm	Manchester Garages	6½pm	+½
330	nil	—	—	16pm	11pm	Midland Bank	14pm	+3
$A1.75	nil	17/2	3/3	63pm	45pm	National Bank of Australasia	49pm	+1
84	nil	10/2	10/3	10pm	2pm	Neill (Jas.)	2pm	......
17½	F.P.	23/12	18/1	34	24	Pawson W. L.	34	+2
56	F.P.	3/2	3/3	84	71	Preedy (Alfred)	81	−1
32	F.P.	18/1	3/3	40	37	R.C.F.	37	......
70	F.P.	16/12	27/1	90	84	Record Ridgway	88	......
10	F.P.	19/11	16/2	15	11	Sturla (Geo.)	14	......
165	F.P.	12/12	18/1	283	237	Utd. Scientific	268	......

Renunciation date usually last day for dealing free of stamp duty. b Figures based on prospectus estimate. g Assumed dividend and yield. u Forecast dividend cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1979. Q Gross. T Figures assumed. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price to public. pt Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of Ordinary shares as a "rights." ** Rights by way of capitalisation. †† Minimum tender price. §§ Reintroduced. ¶¶ Issued in connection with reorganisation merger or take-over. ‖‖ Introduction. ¬ Issued to former Preference holders. ■ Allotment letters (or fully-paid). ● Provisional or partly-paid allotment letters. ★ With warrants.

FT—ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actu and the Faculty of Actuaries

EQUITY GROUPS

GROUPS & SUB-SECTIONS

Figures in parentheses show number of stocks per section

		Tues., Feb. 7, 1978 Index No.	Day's Change %	Est. Earnings Yield% (Max.) Corp. Tax 52%	Gross Div. Yield% (ACT at 34%)	Est. P/E Ratio (Net) Corp. Tax 52%	Mon. Feb. 6 Index No.	Fri. Feb. 3 Index No.	Thurs. Feb. 2 Index No.	Wed. Feb. 1 Index No.
1	CAPITAL GOODS (170)	201.63	+1.4	17.58	5.78	8.03	198.75	200.06	201.58	204.55
2	Building Materials (27)	180.49	+1.1	17.01	5.86	8.40	178.54	180.27	181.53	184.80
3	Contracting, Construction (26)	320.54	+1.4	17.86	3.95	8.14	316.20	320.08	321.99	326.40
4	Electricals (15)	433.85	+1.8	15.32	4.08	9.39	426.19	425.98	430.45	440.91
5	Engineering Contractors (13)	289.23	+2.1	20.29	6.54	6.75	283.33	285.16	286.61	288.06
6	Mechanical Engineering (72)	157.73	+1.1	18.72	6.56	7.60	156.00	157.67	158.92	161.45
8	Metals and Metal Forming (17)	163.75	+1.8	19.18	8.34	6.89	160.85	161.41	162.15	163.53
	CONSUMER GOODS									
11	(DURABLE)(53)	185.01	+1.4	18.39	5.02	7.89	182.42	183.99	185.50	187.10
12	Lt. Electronics, Radio TV (15)	222.86	+1.8	16.02	3.72	9.02	218.81	220.89	223.27	225.67
13	Household Goods (12)	169.93	+0.1	18.64	6.98	7.34	169.82	171.10	171.78	172.69
14	Motors and Distributors (26)	112.35	+1.1	22.11	6.62	6.68	111.17	112.00	112.58	113.29
	CONSUMER GOODS									
21	(NON-DURABLE)(176)	190.82	+1.4	16.58	5.99	8.62	188.22	188.82	190.15	193.57
22	Breweries (14)	213.07	+1.6	15.27	6.22	9.92	209.69	210.98	211.27	213.86
23	Wines and Spirits (6)	239.88	+0.6	17.24	5.99	8.80	238.33	238.98	238.53	240.12
24	Entertainment, Catering (18)	245.39	+2.0	15.87	6.97	9.56	240.66	242.66	245.58	251.99
25	Food Manufacturing (22)	188.28	+1.1	21.17	5.67	6.72	186.27	186.69	187.42	189.45
26	Food Retailing (16)	186.25	+2.6	14.64	4.90	9.93	181.54	181.73	185.38	188.95
32	Newspapers, Publishing (13)	321.33	+0.8	10.46	3.89	14.21	318.81	322.82	326.19	329.81
33	Packaging and Paper (15)	123.46	+0.7	21.38	9.42	6.73	122.57	124.72	126.24	128.06
34	Stores (38)	177.30	+1.5	10.81	4.46	14.50	174.61	175.49	176.90	181.51
35	Textiles (25)	171.56	+1.1	20.36	7.72	6.22	169.77	169.80	170.89	174.56
36	Tobaccos (3)	226.77	+1.2	23.80	7.92	5.38	224.18	221.21	222.27	225.82
37	Toys and Games (6)	98.34	+1.4	20.99	6.04	6.37	96.99	97.76	99.15	100.80
41	OTHER GROUPS (97)	184.65	+1.1	17.15	5.88	7.91	182.59	182.69	183.66	186.18
42	Chemicals (20)	249.08	+1.1	19.91	6.72	7.06	246.41	245.10	245.91	249.16
43	Pharmaceutical Products (7)	246.28	+0.8	11.17	4.03	11.48	244.32	242.73	243.80	247.10
44	Office Equipment (6)	126.92	+2.3	20.88	4.87	6.22	124.08	124.19	126.05	127.29
45	Shipping (10)	451.01	+1.5	21.83	6.49	5.42	444.26	449.68	452.38	460.47
46	Miscellaneous (54)	193.75	+1.1	16.31	6.32	8.69	191.71	193.47	195.05	197.88
49	INDUSTRIAL GROUP (496)	198.01	+1.3	17.10	5.84	8.24	195.40	196.13	197.48	200.60
51	Oils (4)	440.06	+2.4	15.82	4.45	7.69	429.70	429.70	435.40	438.83
59	500 SHARE INDEX	218.31	+1.5	16.91	5.64	8.15	215.10	215.78	217.46	220.65
61	FINANCIAL GROUP (100)	161.84	+1.4	—	5.46	—	159.58	160.17	161.17	164.36
62	Banks (6)	181.91	+1.3	26.13	5.74	5.84	179.53	180.87	180.83	183.31
63	Discount Houses (10)	198.81	—	—	8.31	—	198.81	201.10	203.77	203.77
64	Hire Purchase (5)	157.01	—	11.81	4.99	12.53	157.01	159.17	159.89	162.65
65	Insurance (Life) (10)	137.69	+1.7	—	6.02	—	135.40	137.01	137.87	140.39
66	Insurance (Composite) (7)	126.34	+2.1	—	6.37	—	123.77	124.13	125.02	129.08
67	Insurance Brokers (10)	307.64	+2.1	13.94	4.46	10.49	301.20	302.48	302.09	306.42
68	Merchant Banks (14)	77.58	+0.2	—	6.16	—	77.44	77.90	79.05	80.30
69	Property (31)	236.81	+1.1	2.93	2.89	63.82	234.33	234.11	236.06	240.55
70	Miscellaneous (7)	104.20	−0.2	24.45	7.57	5.72	104.45	104.36	105.33	106.23
71	Investment Trusts (50)	182.12	+0.3	3.41	5.06	29.34	181.51	182.87	185.69	187.41
81	Mining Finance (4)	87.91	+0.9	17.74	6.66	6.56	87.10	87.24	88.59	90.02
91	Overseas Traders (19)	268.96	+1.0	17.76	7.25	7.15	266.59	269.31	271.60	271.90
99	ALL-SHARE INDEX (673)	201.95	+1.4	—	5.63	—	199.15	199.86	201.46	204.49

FIXED INTEREST PRICE INDICES

	British Government	Tues. Feb. 7	Day's change %	xd adj. To-day	xd adj. 1978 to date
1	Under 5 years	107.09	+0.03	0.25	1.47
2	5-15 years	118.92	—	—	0.96
3	Over 15 years	125.83	—	—	1.64
4	Irredeemables	141.38	—	—	0.00
5	All stocks	116.68	+0.01	0.11	1.40

FIXED INTEREST YIELDS

	Br. Govt. Av. Gross Red.		Tues. Feb. 7	Mon. Feb. 6
1	Low Coupons	5 years	7.90	7.89
2		15 years	10.16	10.15
3		25 years	10.67	10.67
4	Medium Coupons	5 years	10.26	10.26
5		15 years	11.13	11.13
6		25 years	11.25	11.25
7	High Coupons	5 years	10.91	10.90
8		15 years	12.06	12.06
9		25 years	12.10	12.10
10	Irredeemables		11.79	11.79

		Tuesday, Feb. 7 Index No.	Tuesday, Feb. 7 Yield %	Monday Feb. 6	Friday Feb. 3	Thurs. Feb. 2	Wed. Feb. 1	Tuesday Jan. 31	Monday Jan. 30	Friday Jan. 27
15	20-yr. Red. Deb. & Loans (15)	62.20	†11.94	62.16	62.64	62.59	62.64	62.64	62.63	62.86
16	Investment Trust Prefs. (15)	57.47	12.25	57.13	57.13	57.15	57.15	57.03	57.03	57.03
17	Coml. and Indl. Prefs. (20)	77.77	11.67	77.77	77.82	77.86	77.94	78.03	78.15	78.13

† Redemption yield. Highs and lows record, base dates and values and constituent changes are published in Sa issues. A new list of the constituents is available from the Publishers, the Financial Times, Bracken House, C Street, London, EC4, price 15p, by post 22p.

AUTHORISED UNIT TRUSTS

…t Tst. Mgrs. Ltd. (a) (z)
…ouse Rd., Aylesbury. 0296 5941

…mbro Group (a) (g)
…e., Hutton, Brentwood, Essex.
…or Brentwood (0277) 211459

…	62.2	66.4	+0.2	5.85
…d.	60.2	64.3	+0.3	6.52
…	35.0	37.4	+0.5	5.24
…l. Dev.	30.7	32.8	+0.4	5.12
…	65.9	71.5	+1.0	4.78
…d	97.4	104.5	+1.2	5.45
…Fd.	111.5	118.9	+1.8	4.39
…d	63.5	67.8	+0.1	8.40
…	59.6	63.5	+0.6	7.87
…	35.7	38.1	.....	7.21
Funds				
…	22.1	23.6	+0.1	2.43
…ica	44.0	47.0	-0.1	3.19
…	30.8	32.9	+0.2	3.83
…nds				
…Fd.	31.7	33.9	-0.2	5.16
…s Fd.	39.6	42.3	-0.2	5.31
…	83.8	89.5	+0.5	5.02
…dty.	26.5	28.4	+0.3	5.87
…nings	49.5	53.0	+0.8	5.26
…Co's.	199.0	209.5	-0.4	5.72

…Unit Trust Managers Ltd.
…h St. EC2M 6AA. 623 8271

…	46.2	49.4	.....	4.87

…Unit Mgmt. Co. Ltd.
…C2V 7JA. 01-623 6376.

…Fund.	166.0	175.0	.....	3.96

…Securities Ltd. (a)(c)
…London EC4R 1BY 01-236 5281

…Fd.	110.3	118.9	-0.5	10.47
…d	39.9	42.5	+0.2	9.33
…m)	62.9	67.2	+0.2	9.33
…l.Uts.	52.9	57.2	+0.2	9.33
…and	25.7	27.7	.....	12.01
…m)	38.2	41.2	.....	12.01
…	26.8	28.1	.....	
…nds	21.1	23.1	.....	5.11
…	72.1	77.0	.....	5.11
…U.Uts.	46.2	49.8	.....	5.11
…IT	16.7	18.1	-0.8	3.21
…	36.7	39.6	+0.8	3.63
…	42.3	45.6	+0.7	3.63
…	30.3	32.1	.....	3.55
…	35.7	38.5	.....	3.55
…Fd.**	135.3	144.2	.....	5.68
…al.Fd.	20.1	21.7	.....	1.87
…Uts.)	16.4	17.7	.....	1.87
…	63.9	69.5	.....	2.40
…nt.Fd.	24.4	26.4	.....	1.00

*Tues. ††Wed. ‡Thurs. ‡‡Fri.
***Dec. 22. **Dec. 15. Daily

…Unit Tst. Mgs. Ltd.♥ (a)(c)
…born, WC1V 7NL. 01-831 6233.

…	77.5	82.4	.....	5.99

…eb. 1. Next sub. day Feb. 15.

…alcorn Ltd. (a)(g)♥(c)
…52 Romford Rd. E7. 01-534 5544

…rica	36.5	38.6	-0.1	2.60
…	54.9	59.7	-0.2	2.75
…	44.9	47.3	-0.2	2.75
…	61.7	66.3	+0.7	4.60
…st.	103.5	107.8	+1.3	6.15
…me	27.4	29.5	+0.2	8.13
…	56.5	61.1	+0.3	5.38
…	67.4	72.9	+0.4	6.07
…	29.1	31.3	+0.3	6.35
…s:	37.9	41.0	+0.6	4.30
…	77.3	83.1xd	+0.8	6.45
…Tst.	135.3	140.7	.....	4.45

…an. 31. Next sub. day Feb. 28.

…	38.4	41.5	+0.2	5.74
…and:	107.3	114.1xd	+1.8	5.19
…Trust	44.0	47.3xd	+0.3	2.81
…	59.0	61.5	+0.9	4.94
…	66.2	69.6	+1.0	4.94

…thers & Co. Ltd.♥ (a)(x)
… 01-588 2830

…		185.2	.....	3.91
…		226.8	.....	3.91

…ay Feb. 8.

…e Progressive Mgmt. Co.♥
… 01-588 6280

…	162.3	172.9	-6.2	3.87
…	191.7	204.2	-7.3	3.87
…	154.1	164.0xd	.....	2.46
…	177.7	188.9	.....	2.46

…b. 14. **Feb. 21.

…gers♥(a)(c)
…AR 01-623 4951.

…		58.2	-1.8	7.16
…		33.5	.....	3.42
…		36.6	.....	3.42
…		137.0xd	.....	5.87
…		14.1	.....	4.37
…		15.3	.....	8.37

…Dealing *Tues. †Wed.

…nagement(a)(g)
…s, London Wall, 01-638 0478/0479

…		76.2	+0.3	5.09
…		59.6	+0.4	4.28
…		55.6xd	+0.8	4.35
…		72.7	+0.4	5.84
…		38.7	+0.6	4.60
…		98.8	-0.3	2.09
…		39.9xd	+0.2	9.79
…		18.6	.....	4.89
…		66.4	+0.6	4.41
…		102.1	+1.3	2.77
…		79.8	+0.9	4.32
…		74.9	+0.7	7.22
…		54.5	.....	3.48
…		42.5xd	+0.1	3.90
…		59.9	+0.5	2.99
…		78.2	+0.8	8.73
…		36.3xd	+0.3	4.56
…		28.6	-0.2	1.99

Britannia Trust—Continued

Professional	454.2	468.2xd	+4.0	3.65
Property Shares	13.6	14.6	+0.1	2.36
Shield	43.1	46.3	+0.7	4.12
Status Change	28.0	30.1	+0.1	4.78
Univ Energy	29.9	32.1xd	+0.1	2.97

The British Life Office Ltd.♥ (a)
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

BL British Life	46.7	49.4	+0.4	5.65
BL Balanced*	42.8	45.8	-0.6	5.58
BL Dividend*	43.0	46.0	-1.0	8.84

*Prices Feb. 8. Next dealing day Feb. 15.

Brown Shipley & Co. Ltd.♥
Mngrs. Founders Ct., EC2 01-600 8520

BS Units Jan. 30	209.1	226.0	.....	4.60
Do. (Acc.) Jan. 30	256.8	276.1	.....	4.60
Oceanic Trusts (a) (g)				
Financial	33.3	35.3	+0.2	4.42
General	17.2	18.5	+0.4	4.28
Growth Accum.	42.5	45.1	+0.5	5.14
Growth Income	34.3	36.4	+0.4	5.14
High Income	29.3	31.9	+0.2	9.07
I.T.U.	18.0	19.1	+0.1	3.78
Index	23.1	25.1xd	+0.4	5.33
Overseas	16.0	17.0xd	.....	3.63
Performance	52.1	56.3	+0.3	5.06
Recovery	20.9	22.5	+0.1	5.72
Exempt Jan. 10	59.2	61.7	.....	5.61

Canada Life Unit Tst. Mngrs. Ltd.♥
2-6 High St., Potters Bar, Herts. P. Bar 51122

Can. Gen. Dist.	34.9	36.7xd	+0.3	4.43
Do. Gen. Accum.	42.3	44.5	+0.4	4.43
Do. Inc. Dist.	32.9	34.6	+0.3	7.90
Do. Inc. Accum.	42.1	44.3	+0.4	7.90

Capel (James) Mngt. Ltd.♥
100 Old Broad St., EC2N 1BQ 01-588 6010

Capital	79.4	84.8	.....	4.03
Income	73.7	78.5	.....	7.37

Prices on Feb. 1. Next dealing Feb. 15.

Carliol Unit Fd. Mgrs. Ltd.♥ (a)(c)
Milburn House, Newcastle-upon-Tyne 21165

Carliol	62.1	64.8	.....	4.77
Do. Accum. Units	73.9	76.8	.....	4.77
Do. High Yield	40.8	42.3	.....	8.05
Do. Accum. Units	49.5	52.0	.....	8.05

Next dealing date Feb. 1.

Charterhouse Japhet♥
1, Paternoster Row, EC4. 01-248 3999

C.J. Internat'l	22.2	23.8	.....	3.56
Accum. Units	23.6	25.0	.....	3.56
C.J. Income	34.8	37.2	.....	8.32
C.J. Euro. Fin.	24.4	26.0	.....	3.75
Accum. Units	28.2	30.0	.....	3.75
C.J. Fd. Inv. Tst.	25.2	27.0	.....	3.72
Accum. Units	28.6	30.4	.....	3.72

Prices Feb. 1. Next dealing Feb. 8.

Chieftain Trust Managers Ltd.♥(a)(g)
30/31 Queen St., EC4R 1BR. 01-248 2932

American	(a)19.5	20.9xd	.....	2.73
High Income	40.9	43.9	.....	9.45
International Tst.	(a)21.8	23.5	.....	3.68
Basic Resrce. Tst.	23.9	25.7	+0.1	4.83

Confederation Funds Mgt. Ltd.♥ (a)
50 Chancery Lane, WC2A 1HE. 01-242 0282

Growth Fund	38.0	39.9	-0.5	4.41

Cosmopolitan Fund Managers.
Copthall Ave., London EC2R 7JX 588 9222

Cosmopoln.Gth.Fd.	17.1	18.5	.....	5.03

Crescent Unit Tst. Mgrs. Ltd. (a)(g)
4 Melville Cres., Edinburgh 3. 031-226 4931

Crescent Growth	25.8	27.7	+0.5	4.33
Cres. Internat'l	46.4	49.8	+0.1	0.50
Cres. High. Dist.	42.5	45.7	+0.1	7.94
Cres. Reserves	38.0	40.8xd	+0.7	4.60

Discretionary Unit Fund Managers
22, Blomfield St., EC2M 7AL. 01-638 4485

Disc Income	158.4	168.8	.....	5.14

E. F. Winchester Fund Mngt. Ltd.
Old Jewry, EC2 01-606 2167

Great Winchester	18.1	19.7xd	.....	7.72
Gt. Winch'er O'seas	18.6	20.3xd	.....	5.38

Emson & Dudley Tst. Mngmnt. Ltd.
20, Arlington St., S.W.1. 01-499 7551

Emson Dudley Tst.	67.6	72.7	.....	3.10

Equitas Secs. Ltd.♥(a)(g)
41 Bishopsgate, EC2 01-588 2851

Progressive	60.5	63.8	+0.5	4.46

Equity & Law Un. Tr. M.♥ (a)(b)(c)
Amersham Rd., High Wycombe. 0494 33377

Equity & Law	60.3	63.4	.....	4.52

Framlington Unit Mgt. Ltd. (a)
5-7, Ireland Yard, EC4B 5DH. 01-248 6971

Capital Tst.	106.6	113.2	.....	3.96
Income Tst.	97.2	103.2	.....	6.29
Int. Growth Fd.	92.2	98.0	.....	2.61
Do. Accum.	94.2	100.2	.....	2.61

Friends' Provdt. Unit Tr. Mgrs.♥
Pixham End, Dorking. 0306 5055

Friends Prov. Uts.	39.4	42.1	+0.5	4.57
Do. Accum.	50.2	53.6	+0.7	4.57

G.T. Unit Managers Ltd.♥
16, Finsbury Circus EC2M 7DD 01-628 8131

G.T. Cap. Inc.	76.7	81.5xd	-0.5	3.70
Do. Acc.	92.2	98.0	-0.6	3.70
G.T. Inc. Fd. Un.	157.9	167.9	-0.9	7.90
G.T. U.S. & Gen	130.0	138.2	-0.5	2.30
G.T. Japan & Gen.	226.4	240.9	+3.3	1.10
♦Gt. Pens. Ex. Fd.	131.0	137.5xd	+2.0	4.10
G.T. Int'l. Fund	105.2	111.9	-0.1	2.40
G.T. Four Yds Fd.	52.2	55.5	-3.2	7.40

♥G. & A. Trust (a) (g)
5, Rayleigh Rd., Brentwood (0277) 227300

G. & A.	30.0	32.0	+0.4	4.82

Gartmore Fund Managers ♥ (a)(g)
2, St. Mary Axe, EC3A 8BP. 01-283 3531

(b)American Tst.	22.4	24.1	.....	0.90
British Tst. (Acc.)	49.5	53.2	+0.7	3.43
Commodity Share	130.1	139.9	+0.8	3.74
(z) Far East Trust	24.1	25.9	+0.2	1.13
High Income Tst.	54.9	59.1xd	+0.2	8.93
Income Fund	66.3	71.3xd	+0.4	6.96
Ins. Agencies	12.07	13.86xd	+0.06	3.80
Intl. Exempt Fd.	80.8	88.1	+1.0	5.65
(z)Intl. Tst. (Acc.)	25.5	27.4	-0.1	1.40

Gibbs (Antony) Unit Tst. Mgs. Ltd.
23, Blomfield St., EC2M 7NL. 01-588 4111

(a) A.G. Income*	38.0	40.9	.....	8.60
(a) A.G. Growth††	36.0	38.7	+0.5	4.70
(a)A. G. Far East*	20.4	22.3	.....	0.30

Dealing *Tues. ††Wed.

Govett (John)♥
77, London Wall, E.C.2. 01-588 5620

S'hldr. Feb. 3	119.7	126.1	.....	2.23
Do. Accum. Unit	143.2	150.9	.....	2.23

Next dealing day Feb. 17.

Grieveson Management Co. Ltd.
59 Gresham St., EC2P 2DS. 01-606 4433

Bar'gtn. Feb. 1.	193.4	202.6xd	.....	4.48
(Accum. Units)	209.7	219.6	.....	4.48
B'tgn HY Feb. 2	172.1	180.3	.....	7.85
(Accum. Units)	193.2	202.4	.....	7.85
Endeav. Feb. 7	157.3	164.4	+2.4	1.48
(Accum. Units)	162.5	169.9	+2.5	1.48
Grnchstr. Feb. 3	77.1	80.8	.....	2.66
(Accum. Units)	79.5	83.3	.....	2.66
Ln.&Brsls. Feb. 1	67.9	70.9	.....	1.40
(Accum. Units)	70.4	73.4	.....	1.40

Guardian Royal Ex. Unit Mgrs. Ltd.
Royal Exchange, EC3P 3DN. 01-628 8011

(ag) Guardhill Tst.	83.8	86.8	+1.1	4.48

Henderson Administration(a)(z)
Premier U.T. Admin., Rayleigh Road, Brentford, Essex. 0277 217238

(g)Australian	27.3	29.2	.....	1.98
Cap Growth Inc.	39.4	42.4	+0.5	3.79
Cap Growth Acc.	39.4	42.4	+0.5	3.79
(g)European	31.5	33.5	+0.3	2.26
(g)Far East	57.9	62.3xd	+0.2	2.60
(g)Finan & ITU	23.3	25.1	.....	3.65
(g) High Income	55.2	59.1xd	+0.1	8.18
(g)Inc. & Assets	30.4	32.4	+0.2	6.05
(g)International	24.9	26.5	+0.2	2.25
(g)Nth. American	31.9	34.3xd	-0.2	1.25
N.A. Gross Feb. 3	101.2	105.4	.....	2.45
Oil & Nat	23.6	25.1xd	-0.1	2.57
W. Wld. Feb. 3	72.6	77.7	.....	4.11
(g) Cabot	68.5	72.9	+0.3	3.46
Cabot Extra Inc.	52.9	55.7	.....	8.98

*For tax exempt funds only

Hill Samuel Unit Tst. Mgrs.† (a)
45 Beech St., EC2P 2LX 01-628 8011

(b) British Trust	145.2	151.3	+3.2	5.32
(g) Int'l Trust	32.0	34.3xd	+0.1	3.62
(g) Dollar Trust	64.6	69.1	-0.1	2.23
(b) Capital Trust	27.5	29.5xd	+0.2	4.48
(b) Financial Trust	87.1	93.2	+0.8	4.66
(b) Income Trust	25.8	27.6	+0.4	7.73
(b) Security Trust	49.3	52.8	+0.6	5.22
(b) High Yield Tst.	28.0	30.0	+0.2	8.25

Intel.♥ (a)(g)
15, Christopher Street, E.C.2. 01-247 7243

Intel. Inv. Fund	85.2	92.4xd	+1.3	6.60

Key Fund Managers Ltd. (a)(g)
25, Milk St., EC2V 8JE. 01-606 7070.

Key Energy In.Fd.	68.8	72.3	-0.8	4.06
Key Equity & Gen.	62.5	66.4	-0.4	5.16
♦Key Exempt Fd.	140.4	149.6	.....	6.58
Key Income Fund	76.2	81.0	-0.5	8.30
Key Fixed Int. Fd.	61.8	65.7	-0.3	11.93
Key Small Co's Fd.	84.6	89.9	-0.7	6.73

Kleinwort Benson Unit Managers♥
20, Fenchurch St., E.C.3. 01-623 8000

K.B. Unit Fd. Inc.	83.4	90.3	.....	4.63
♦K.B. UnitFd.Ac.	102.1	110.6	.....	—

L & C Unit Trust Management Ltd.♥
The Stock Exchange, EC2N 1HP. 01-588 2800

L&C Inc. Fd.	134.8	138.9	.....	7.29
L&C Intl & Gen Fd.	89.4	92.1	.....	3.72

Lawson Secs. Ltd. ♥(a)(c)
63 George St., Edinburgh EH2 2JG. 031-226 3911

‡Raw. Materials	34.3	38.1	.....	7.29
‡Accum. Units	37.2	41.4	.....	7.29
*Growth Fund	53.6	58.3	.....	3.17
*(Accum. Units)	58.4	63.5	.....	3.17
††Gilt and Warrant	32.7	36.4	-1.0	1.98
‡American Fd.	20.0	21.6	.....	0.27
‡Accum Units	20.7	22.4	.....	0.27
**High Yield	47.4	52.7xd	.....	10.44
**(Accum. Units)	65.3	72.6xd	.....	10.44

Deal. ‡Mon. *Tues. ††Wed. ‡Thurs. **Fri.

Legal & General Tyndall Fund♥
18, Canynge Road, Bristol. 0272 32241

Dis.Jan. 12	56.2	59.4	.....	4.92
(Accum. Units)	69.6	73.6	.....	4.92

Next sub. day Feb. 15

Leonine Administration Ltd.
2, Duke St., London W1M 6JP. 01-486 5991

Leo Dist.	69.0	72.6	+0.4	5.45
Leo Accum.	73.4	77.3	+0.5	5.12

Lloyds Bk. Unit Tst. Mngrs. Ltd.♥ (a)
Registrar's Dept., Goring-by-Sea, Worthing, West Sussex. 01-623 1288

First (Balncd.)	47.0	50.5	+0.4	4.53
Do. (Accum.)	63.7	68.4	+0.6	4.53
Second (Cap.)	45.8	49.2	+0.4	3.66
Do. (Accum.)	56.9	61.2	+0.5	3.66
Third (Income)	77.4	83.2	+1.0	6.25
Do. (Accum.)	103.8	111.6	+1.3	6.25
Fourth (ExInc.)	57.0	61.2	+0.5	7.71
Do. (Accum.)	63.1	67.8	+0.5	7.71

Lloyd's Life Unit Tst. Mngrs. Ltd.
72-80, Gatehouse Rd., Aylesbury. 0296 5941

Equity Accum.	141.3	148.7	.....	4.31

M & G Group♥ (y)(c)(z)
Three Quays, Tower Hill, EC3R 6BQ. 01-626 4588
See also Stock Exchange Dealings.

American	38.9	41.4xd	-0.1	1.08
(Accum. Units)	39.6	42.2	-0.1	1.08
Australasian	39.9	42.9	.....	3.82
(Accum. Units)	40.2	43.2	.....	3.82
Commodity	60.5	65.0xd	-0.4	5.18
(Accum. Units)	65.1	70.0	-0.5	5.18
Compound Growth	93.3	100.3	-0.9	4.09
Conversion Growth	47.2	50.7	.....	4.32
Conversion Inc.	55.7	59.3	-0.4	8.50
Dividend	108.4	115.4	-1.0	8.11
(Accum. Units)	200.8	213.9	-1.8	8.11
European	45.1	48.3xd	.....	2.78
(Accum. Units)	45.7	48.9	+0.1	2.81
Extra Yield	103.9	110.7	-1.2	8.48
(Accum. Units)	103.9	110.7	-1.2	8.48
Far Eastern	37.8	41.0	+0.1	3.25
(Accum. Units)	41.0	44.5	.....	3.25
Fund of Inv. Tsts.	54.7	58.8	-0.8	4.68
(Accum. Units)	65.7	70.6	-1.0	4.68
General	150.8	161.3xd	-1.2	6.14
(Accum. Units)	229.1	246.3	-1.8	6.14
High Income	94.8	101.0	-1.0	8.77
(Accum. Units)	154.4	164.4	-1.6	8.77
Japan Income	121.8	130.3	+0.6	1.36
(Accum. Units)	122.0	130.5	+0.5	1.36
Magnum	175.0	186.4xd	-0.9	4.61
(Accum. Units)	218.3	232.5	-1.0	4.61
Midland	152.8	162.7	-1.0	7.07
(Accum. Units)	247.6	263.7	-1.6	7.07
Recovery	74.5	79.3xd	-1.0	4.77
(Accum. Units)	75.3	80.2	-1.0	4.77
Second Gen.	151.2	162.5xd	-1.5	5.31
(Accum. Units)	224.8	242.9	-2.3	5.31
Special	144.9	154.8	-1.4	4.31
(Accum. Units)	179.2	190.8	-1.8	4.31
Specialised Funds				
Trustee	134.9	142.3	-1.0	6.71
(Accum. Units)	255.1	269.1	-1.8	6.71
Charibond Jan. 31	117.1		.....	10.36
Charifd. Feb. 7	136.9	139.0	-4.0	7.88
(Accum. Units)	166.5	169.0	-4.8	7.88
Pens. Ex. Feb. 6	120.2	126.8	.....	6.01

ManuLife Management Ltd.
St. George's Way, Stevenage. 0438 56101

Growth Units	47.9	50.4	.....	4.03

Mayflower Management Co. Ltd.
14/18 Gresham St., EC2V 7AU. 01-606 8099

Income Jan. 24	110.2	116.0	.....	7.61
General Jan. 24	71.1	74.8	.....	5.75

Mercury Fund Managers Ltd.
30, Gresham St., EC2P 2EB. 01-600 4555

Merc.Gen.Feb.8	171.4	182.3	+4.5	4.59
Acc.Uts.Feb.8	219.5	233.5	+5.1	4.59
Merc.Int.Feb.8	55.8	59.4	-0.3	1.85
Accm.Uts.Feb.8	59.8	63.6	-0.5	1.85
Merc.Ext. Jan.26	211.9	220.7xd	.....	4.15
Accum.Uts. Jan.26	252.9	263.4	.....	4.15

Midland Bank Group
Unit Trust Managers Ltd.♥ (a)
Courtwood House, Silver Street, Head. Sheffield, S1 3RD. Tel: 0742 79842

Commodity & Gen.	55.4	59.6	+0.1	6.07
Do. Accum.	62.8	67.6	.....	6.07
Growth	32.4	34.6	+0.2	3.54
Do. Accum.	34.3	36.7	+0.2	3.54
Capital	23.7	25.4xd	.....	3.88
Do. Accum.	25.6	27.4	.....	3.88
Income	47.0	50.3xd	+0.3	6.37
Do. Accum.	53.6	57.3	+0.4	6.37
International	38.8	42.0	-0.1	2.97
Do. Accum.	41.0	44.4	-0.1	2.97
High Yield	58.4	62.2	+0.4	8.48
Do. Accum.	60.5	64.2	+0.4	8.48
Equity Exempt*	103.4	109.1	.....	5.26
Do. Accum.*	103.4	109.1	.....	5.26

*Prices at Jan. 31. Next dealing Feb. 28

Minster Fund Managers Ltd.
Minster Hse., Arthur St., E.C.4. 01-623 1050

Minster Jan. 30	31.8	36.0	.....	5.54
Exempt Dec. 31	85.4	89.4	.....	5.92

MLA Unit Trust Mgemnt. Ltd.
Old Queen Street, SW1H 9JG. 01-930 7333.

MLA Units	34.6	36.4	-0.5	4.67

Mutual Unit Trust Managers♥ (a)(g)
15, Copthall Ave., EC2R 7BU. 01-606 4803

Mutual Sec. Plus	48.0	51.8	+0.1	6.89
Mutual Inc. Tst.	64.1	68.8	+0.1	7.76
Mutual Blue Chip	41.2	44.5	+0.1	6.83
Mutual High Yld.	58.4	62.6	.....	8.47

National and Commercial
31, St. Andrew Square, Edinburgh 031-556 9151

Income Feb. 1	142.8	148.0	.....	6.02
(Accum. Units)	192.0	199.2	.....	6.02
Capt. Feb. 1	121.4	125.8	.....	3.36
(Accum. Units)	146.8	152.2	.....	3.36

National Provident Inv. Mngrs. Ltd.♥
48, Gracechurch St., EC3P 3HH 01-623 4200

N.P.I. Gth.Un.Tst.	44.4	47.3	.....	3.75
(Accum. Units)*	53.3	56.8	.....	3.75
NPI O'seas. Trust	111.4	117.9	.....	3.20
(Accum. Units)**	117.8	124.7	.....	3.20

**Prices on Jan. 26. Next dealing Feb. 23.
*Prices Feb. 1. Next dealing Feb. 15.

National Westminster♥(a)
161, Cheapside, EC2V 6EU. 01-606 6060.

Capital (Accum.)	57.2	61.5	+0.7	4.79
Extra Inc.	64.2	69.0	+0.8	7.37
Financial	31.9	34.3xd	+0.3	5.33
Growth Inv.	80.7	86.8xd	+1.0	5.00
Income	34.5	37.1	+0.5	6.55
Portfolio Inv. Fd.	66.0	70.5	+0.9	4.92
Universal Fd.(d)	46.6	50.0	.....	3.00

NEL Trust Managers Ltd.♥ (a)(g)
Milton Court, Dorking, Surrey. 5911

Nelstar	58.0	61.9	+0.8	5.48
Nelstar High Inc.	48.1	50.6	+0.1	9.38

For New Court Fund Managers Ltd. see Rothschild Asset Management

Norwich Union Insurance Group (b)
P.O. Box 4, Norwich, NR1 3NG 0603 22200

Group Tst. Fd.	330.6	348.0	+3.4	5.08

Pearl Trust Managers Ltd. (a)(g)(z)
252 High Holborn, WC1V 7EB 01-405 8441

Pearl Growth Fd.	22.2	23.9	+0.3	6.05
Accum Units	25.4	27.4	+0.3	6.05
Pearl Inc.	30.2	32.5	+0.3	7.03
Pearl Unit Tst.	33.0	35.5	+0.4	5.17
(Accum. Units)	42.0	45.2	+0.6	5.17

Pelican Units Admin. Ltd. (g)(x)
81 Fountain St., Manchester 061-236 5685

Pelican Units	77.8	83.6	+0.9	5.27

Perpetual Unit Trust Mngmt.♥ (a)
48 Hart St., Henley on Thames 04912 6868

P'petualGp.Gth.	37.7	40.2	.....	3.95

Piccadilly Unit T. Mgrs. Ltd.♥ (a)(b)
Wardg'te Hse., 59a London Wall EC2 638 0801

Extra Income	30.2	32.5xd	+0.4	8.88
Small Co's Fd.	40.3	43.1	+0.7	3.40
Capital Fund	48.0	51.8	+0.6	3.60
Int. Erns. & Assets.	46.0	49.5	+0.5	3.30
Private Fund	36.0	38.6xd	+0.5	4.20
Accumltr. Fund.	61.3	65.8	+0.4	5.00
Technology Fund	57.6	61.6	+0.7	4.30
Far East Fd.	23.1	24.6	.....	3.00
American Fund	22.0	23.4	.....	3.10

Practical Invest. Co. Ltd.♥ (y)(c)
44, Bloomsbury Sq. WC1A 2RA 01-623 8893

Practical Feb. 1	136.1	144.8	.....	4.28
Accum. Units	190.1	202.2	.....	4.28

Provincial Life Inv. Co. Ltd.♥
222, Bishopsgate, E.C.2. 01-247 6533

Prolific Units	70.7	75.7	+0.7	3.65
High Income	102.6	109.9	+0.9	7.89

Prudl. Portfolio Mngrs. Ltd.♥ (a)(b)(c)
Holborn Bars, EC1N 2NH 01-405 9222

Prudential	117.0	124.0	+2.0	4.52

Quilter Management Co. Ltd.♥
The Stk. Exchange, EC2N 1HP. 01-600 4177

Quadrant Gen. Fd.	101.0	104.2	.....	4.17
Quadrant Income	115.7	119.3xd	.....	7.88

Reliance Unit Mgrs. Ltd.♥
Reliance Hse., Tunbridge Wells, Kt. 0892 22271

Opportunity Fd.	58.0	62.0	-0.6	5.54
Sekforde T. (Acc.)	39.8	42.6	+0.1	5.10
Sekforde T. Inc.	39.5	42.2	+0.1	5.10

Ridgefield Management Ltd.
PO Box 419, Bank Hse., Manchstr. 061 236 8521

Ridgefield Int. UT	81.0	87.0	.....	2.89
Ridgefield Income	94.0	101.0	.....	9.07

Rothschild Asset Management (g)
72-80, Gatehouse Rd., Aylesbury. 0296 5941

N. C. Equity Fund	152.0	161.8	+1.0	3.21
N.C. Engy. Res. Tst.	93.0	98.9	+0.2	2.89
N.C. Income Fund	138.0	146.8	+1.5	7.36
N.C. Intl. Fd. (Inc.)	72.0	76.5	-0.2	1.96
N.C. Intl. Fd. (Acc.)	72.0	76.5	-0.2	1.96
N.C. Smllr Coys Fd.	142.3	151.4	+0.9	4.58

Rothschild & Lowndes Mgmt. (a)
St. Swithins Lane, Ldn., EC4. 01-626 4356

New Ct. Exempt	£117.0	124.0	.....	3.72

Price on Jan. 16. Next dealing Feb. 15.

Rowan Unit Trust Mngt. Ltd.
City-Gate Hse., Finsbury Sq., EC2. 01-606 1066

Rowan Am. Feb. 1	59.3	61.8	.....	1.21
Rowan Sec. Feb. 7	152.0	160.0	-5.5	4.08
Rowan Hy. Feb. 2	53.2	56.1	.....	7.36
(Accum. Units)	73.1	77.0	.....	7.36
Rwn. Mrln. Feb. 6	68.0	71.4xd	.....	3.29
(Accum. Units)	83.0	87.2	.....	3.29

Royal Tst. Can. Fd. Mgrs. Ltd.
54, Jermyn Street, S.W.1. 01-629 8252

Capital Fd.	64.1	67.7	.....	3.86
Income Fd.	67.3	71.0	.....	8.00

Save & Prosper Group
4, Great St. Helens, London EC3P 3EP
68-73 Queen St., Edinburgh EH2 4NX
Dealings to: 01-554 8899 or 031-226 7351

Save & Prosper Securities Ltd.♥

International Funds				
Capital	32.2	34.6	+0.3	3.77
I.T.U.	22.0	23.6	.....	4.06
Univ. Growth	56.8	61.0	+0.3	2.18
Increasing Income Fund				
High-Yield	53.1	57.0	+0.6	6.69
High Income Funds				
High Return	60.9	65.4xd	+0.6	8.23
Income	43.0	46.2	+0.4	8.27
U.K. Funds				
UK Equity	40.7	43.7xd	+0.7	4.93
Overseas Funds(z)				
Europe	73.6	79.1	.....	2.97
Japan	77.4	83.2	+0.6	1.55
U.S.	63.6	68.3	-0.1	3.13
Sector Funds				
Commodity	64.8	69.6	+0.2	4.60
Energy	60.6	65.1	+0.3	2.95
Financial Secs	63.1	67.8	+0.5	2.91
High-Minimum Funds				
Select Internat.	216.1	223.0	+0.9	2.89
Select Income	51.2	54.0	+0.8	7.35

Scotbits Securities Ltd.♥

Scotbits	35.3	37.9xd	+0.2	4.07
Scotyield	48.3	51.9	+0.5	7.08
Scotshares	52.6	56.5	+0.2	4.56
Scot. Ex. Gth.*♦	208.5	218.3	.....	1.98
Scot. Ex. Yld.*♦	170.2	178.2	.....	6.77

*Prices at Jan. 25. Next sub. day Feb. 8.

Schlesinger Trust Mngrs. Ltd. (a)(z)
(Incorporating Trident Trusts)
140, South Street, Dorking. (0306) 86441

Am. Exempt*	18.9	19.9	.....	2.22
Am. Growth	24.6	26.5	.....	2.68
Exempt High Yld.*	25.1	26.4	-1.2	8.62
Exempt Mkt. Ldrs.*	23.6	24.9	-1.2	4.55
Extra Inc. Tst.	28.2	30.3xd	.....	9.90
Income Dist.	39.7	43.2	.....	9.30
Inc. 10% Wdrwl.	30.5	33.2	-0.1	—
Intnl. Growth	40.5	43.5xd	+0.1	3.32
Inv. Tst. Units	22.8	24.5	-0.1	4.93
Market Leaders	27.1	29.1	+0.4	4.63
'Nil Yield'	26.7	28.9	.....	0.01
Pref. & Gilt Trust	23.7	25.0	-0.2	11.59
Property Shares	25.6	27.5	+0.1	2.24
Special Sit. Tst.	25.2	27.1	-0.1	2.78
U.K. Grth. Accum.	20.1	21.6	+0.1	5.66
U.K. Grth. Dist.	18.4	20.0	+0.1	5.66

*Next sub. Feb. 22.

J. Henry Schroder Wagg & Co. Ltd.♥
120, Cheapside, E.C.2. 01-240 3434

Capital Feb. 7	91.8	95.1	-1.0	2.52
(Accum.)	110.3	114.3	-1.2	2.52
Income Feb. 7	169.3	175.4xd	-5.3	7.24
(Accum. Units)	246.4	255.3	-7.8	7.24
General Feb. 1	74.9	78.0xd	.....	3.42
(Accum. Units)	92.3	96.1	.....	3.42
Europe Jan. 26	27.0	28.7	.....	1.39
(Accum. Units)	29.5	31.3	.....	1.39
*Pn'Chy Jan. 24	166.2	171.3xd	.....	4.00
*Spect Ex. Jan. 11	214.6	221.2	.....	3.89
*Recovery Feb. 7	177.2	182.6xd	-5.8	5.16

*For tax exempt funds only

Scottish Equitable Fnd. Mgrs. Ltd.♥
28 St. Andrews Sq., Edinburgh 031-556 9101

Income Units	47.6	50.7	-0.5	5.40
Accum. Units	53.6	57.1	-0.6	5.40

Dealing day Wednesday.

Sebag Unit Tst. Managers Ltd.♥ (a)
PO Box 511, Bcklbry. Hse., E.C.4. 01-236 5000

Sebag Capital Fd.	31.9	33.4	+0.5	3.76
Sebag Income Fd.	28.6	29.9	+0.3	8.27

Security Selection Ltd.
15-19, Lincoln's Inn Fields, WC2. 01-831 6936-9

Unvl Gth Tst Acc	22.2	23.7	-0.9	3.96
Unvl Gth Tst Inc	19.6	20.9	-0.7	3.96

Stewart Unit Tst. Managers Ltd. (a)
45, Charlotte Sq., Edinburgh. 031-226 3271

Stewart American Fund				
Standard Units	53.9	57.3	.....	1.75
Accum. Units	58.1	61.8	.....	—
Withdrawal Units	44.4	47.3	.....	—
Stewart British Capital Fund				
*Standard	126.5	137.0	+1.0	3.65
Accum. Units	143.3	155.3	+1.2	—

Sun Alliance Fund Mngt. Ltd.
Sun Alliance Hse., Horsham. 0403 64141

Exp.Eq.Tst. Jan. 24	£201.50	211.00	.....	4.36
♥The Family Fd.	84.6	90.0	+0.5	3.92

Target Tst. Mngrs. Ltd.♥ (a)(g)
31, Gresham St., EC2. Dealings: 0296 5941

Target Commodity	31.8	34.2	+0.3	4.48
Target Financial	56.2	61.4	+0.4	4.49
Target Equity	35.2	37.9	+0.8	6.24
Target Ex. Feb. 8	200.4	207.7	-5.0	6.21
♦Do. Acc. Units	265.8	275.4	-6.7	6.21
Target Gilt Fund	120.2	125.9	.....	3.00
Target Growth	27.9	30.0	+0.3	4.92
Target Intl.	22.3	24.0	.....	2.22
Do. Reinv. Units	24.3	26.1	.....	2.22
Target Inv.	27.1	29.1	-0.1	3.82
Target Pr. Feb. 8	149.2	157.1xd	-0.8	4.43
Tgt. Inc.	28.0	30.1	.....	9.15
Tgt. Pref.	14.5	16.0	.....	10.92
Coyne Growth Fd.	17.8	19.1	+0.3	4.32

Target Tst. Mgrs. (Scotland) (a)(b)
19, Athol Crescent, Edin. 3. 031-229 8621/2

Target Eagle	22.5	24.3	.....	1.61
Target Thistle	37.2	40.0	+0.6	5.87
Extra Income Fd.	60.3	64.8	+0.1	10.07

Trades Union Unit Tst. Managers♥
100, Wood Street, E.C.2. 01-628 8011

TUUT Feb. 1	48.9	52.1	.....	5.22

Transatlantic and Gen. Secs. Co.♥
91-99 New London Rd. Chelmsford 0245 51651

Barbican Feb. 2	74.4	78.7xd	.....	5.82
(Accum. Units)	112.1	118.6	.....	5.82
Barb. Euro. Jan. 26	80.1	82.5	.....	3.82
Buckm. Feb. 2	73.9	77.8	.....	5.82
(Accum. Units)	89.9	94.7	.....	5.82
Colemco Feb. 3	115.3	122.3	.....	5.33
(Accum. Units)	136.9	145.3	.....	5.33
Cumld. Feb. 2	51.5	54.7	.....	6.63
(Accum. Units)	55.0	58.4	.....	6.63
Glen Feb. 7	49.6	52.9	-1.4	5.68
(Accum. Units)	62.5	66.6	-1.9	5.68
Marlboro Feb. 7	44.9	47.2	-0.9	2.68
(Accum. Units)	50.7	53.2	-1.0	2.68
Van. Gwth. Feb. 7	45.6	48.1	-1.1	3.51
(Accum. Units)	55.5	58.5	-1.4	3.51
Van'Hy Feb. 7	66.6	70.2	-2.0	7.85
Vang. Tec Feb. 2	42.8	44.7	.....	6.19
(Accum. Units)	43.2	45.1	.....	6.19
Wickm'r Feb. 2	57.2	60.5xd	.....	5.25
(Accum. Units)	67.8	71.9	.....	5.25
Wick Div. Feb. 3	64.6	67.7	.....	8.62
Do. Accum.	71.3	74.7	.....	8.62

Tyndall Managers Ltd.♥
18, Canynge Road, Bristol. 0272 32241

Income Feb. 1	95.6	100.4	.....	7.70
(Accum. Units)	169.4	178.0	.....	7.70
Cap. Feb. 1	115.8	121.6	.....	4.34
(Accum. Units)	160.6	168.6	.....	4.34
Exempt Jan. 25	110.2	115.8	.....	7.43
(Accum. Units)	152.0	159.6	.....	7.43
Canynge Feb. 1	92.8	97.6	.....	5.66
(Accum. Units)	114.2	120.0	.....	5.66
Int. Earn. Feb. 1	226.6	238.0	.....	5.46
(Accum. Units)	250.8	263.6	.....	5.46
Scot. Cap. Feb. 1	130.0	136.4	.....	5.09
(Accum. Units)	152.0	159.6	.....	5.09
Scot. Inc. Feb. 1	152.8	160.4xd	.....	8.94
London Wall Group				
Capital Growth	74.5	79.7xd	+0.2	6.26
Do. Accum.	76.2	81.5	+0.3	6.26
Extra Inc. Growth	35.7	38.3	.....	9.80
Do. Accum.	39.8	42.7	+0.1	9.80
Financial Pr'rty	15.9	17.0xd	+0.1	4.70
Do. Accum.	19.3	20.7	+0.2	4.70
High Inc. Priority	58.2	62.5	+0.3	8.45
International	25.5	27.2	.....	4.89
Special Sits.	27.9	29.8	+0.1	5.17

TSB Unit Trusts (y)
21, Chantry Way, Andover, Hants. 0264 62188
Dealings to 0264 63432-3

(b)TSB General	41.5	44.4xd	+0.7	3.89
(b) Do. Accum.	52.6	56.3	+0.9	3.89
(b) TSB Income	57.3	61.0	+0.7	7.30
(b) Do. Accum.	58.4	62.2	+0.8	7.30
TSB Scottish	71.4	76.0	+0.1	2.84
(b) Do. Accum.	75.7	80.6	+0.1	2.84

Ulster Bank♥ (a)
Waring Street, Belfast. 0232 35231

(b)Ulster Growth	35.4	38.1xd	+0.4	4.82

Unit Trust Account & Mgmt. Ltd.
King William St. EC4R 9AR 01-623 4951

Friars Hse. Fund	136.0	144.0xd	.....	4.72
Wieler Grth. Fnd.	29.7	31.3	.....	3.30
Do. Accum.	33.7	35.5	.....	3.30

Wieler Growth Fund
King William St. EC4R 9AR 01-623 4951

Income Units	29.7	31.3	.....	3.30
Accum. Units	33.7	35.5	.....	3.30

BASE LENDING RATES

…Bank	6½%
…Irish Banks Ltd.	6½%
…an Express Bk.	6½%
…Bank	6½%
…ank Ltd.	6½%
…Ansbacher	6½%
…de Bilbao	6½%
…Credit & Cmce.	6½%
…f Cyprus	6½%
…f N.S.W.	6½%
…Belge Ltd.	6½%
…du Rhone	7 %
…s Bank	6½%
…t Christie Ltd.	8½%
…Holdings Ltd.	7½%
…ank of Mid. East	6½%
…Shipley	6½%
…Permanent AFI	6½%
…C & C Fin. Ltd.	9 %
…Ltd.	7 %
…Holdings	8 %
…house Japhet	6½%
…Coates	7½%
…dated Credits	6½%
…rative Bank	*6½%
…ian Securities	6½%
…Lyonnais	6½%
…prus Popular Bk.	6½%
…Lawrie	6½%
…Trust	6½%
…Transcont.	8 %
…ondon Secs.	6½%
…Nat. Fin. Corpn.	8½%
…at. Secs. Ltd.	8 %
…Gibbs	6½%
…und Guaranty	6½%
…ays Bank	‡6½%
…ss Mahon	6½%
…os Bank	6½%
■ Hill Samuel	§ 6½%
C. Hoare & Co.	† 6½%
Julian S. Hodge	7½%
Hongkong & Shanghai	6½%
Industrial Bk. of Scot.	6½%
Keyser Ullmann	6½%
Knowsley & Co. Ltd.	9 %
Lloyds Bank	6½%
London & European	8½%
London Mercantile	6½%
Midland Bank	6½%
■ Samuel Montagu	6½%
■ Morgan Grenfell	6½%
National Westminster	6½%
Norwich General Trust	6½%
P. S. Refson & Co.	6½%
Rossminster Accept'cs	6½%
Royal Bk. Canada Trust	6½%
Schlesinger Limited	6½%
E. S. Schwab	8½%
Security Trust Co. Ltd.	7½%
Shenley Trust	9½%
Standard Chartered	6½%
Trade Dev. Bank	6½%
Trustee Savings Bank	6½%
Twentieth Century Bk.	7½%
United Bank of Kuwait	6½%
Whiteaway Laidlaw	7 %
Williams & Glyn's	6½%
Yorkshire Bank	6½%

■ Members of the Accepting Houses Committee.
* 7-day deposits 3%, 1-month deposits 3½%.
† 7-day deposits on sums of £10,000 and under 3%, up to £25,000 3½% and over £25,000 4¼%.
‡ Call deposits over £1,000 3%.
§ Demand deposits 4%.
¶ Rate also applies to Sterling Ind. Secs.

CLIVE INVESTMENTS LIMITED
…Exchange Ave., London EC3V 3LU. Tel.: 01-283 1101
…uide as at 7th February, 1978 (Base 100 at 14.1.77.)

…e Fixed Interest Capital	135.06
…e Fixed Interest Income	123.17

CORAL INDEX: Close 459-464

INSURANCE BASE RATES

† Property Growth	7½%
Cannon Assurance	4½%
Vanbrugh Guaranteed	7.28%

† Address shown under Insurance and Property Bond Table.

…Limited 01-351 3466. Three month Copper 635.5-641.5
…Road, London SW10 0HS.

OFFSHORE AND OVERSEAS FUNDS

Arbuthnot Securities (C.I.) Limited
P.O. Box 284, St. Helier, Jersey. 0534 72177

Cap. Tst. (Jersey)	116.0	120.0	-6.0	3.65

Next dealing date Feb. 21.

East & Intl. Tst. (C.I.)	107.0	114.0	.....	3.29

Next sub. Feb. 9.

Australian Selection Fund NV
Market Opportunities, c/o Irish Young & Outhwaite, 127, Kent St., Sydney.

US$1 Shares	$US1.42		.....	—

Net asset value February 2.

Bank of America International S.A.
35 Boulevard Royal, Luxembourg G.D.

Wldinvest Income	$US106.72	107.26	.....	6.76

Price at Jan. 30. Next sub. day Feb 1.

Bnk. of Lndn. & S. America Ltd.
40-66, Queen Victoria St., EC4. 01-930 2313

Alexander Fund	$US5.93	—	.....	—

Net asset value Feb. 1

Banque Bruxelles Lambert
2, Rue De la Regence B 1000 Brussels

Renta Fund LF	1,944	2,004	-5	8.35

Barclays Unicorn Int. (Ch. Is.) Ltd.
1, Charing Cross, St. Helier, Jrsy. 0534 73741

Overseas Income	50.0	52.6xd	.....	10.01
Unidollar Trust	$US10.03	10.56	.....	4.60*

*Subject to fee and withholding taxes

Barclays Unicorn Int. (I. O. Man) Ltd.
1 Thomas St., Douglas, I.o.M. 0624 4856

Unicorn Aust. Ext.	38.6	41.6xd	.....	2.20
Do. Aust. Min.	23.3	25.1	+0.8	2.40
Do. Grtr. Pacific	55.4	59.6	.....	—
Do. Intl. Income	39.6	42.6	.....	8.20
Do I. of Man Tst.	47.4	50.5xd	.....	8.70
Do Manx Mutual	22.5	24.3	.....	2.80

Bishopsgate Commodity Ser. Ltd.
P.O. Box 42, Douglas, I o M 0624-23911

ARMAC* Jan. 3	$US26.19		.....	—
CANRHO** Jan. 3	£1.031		.....	—
COUNT** Jan. 3	£2.381		.....	—

Originally issued at *$10 and **£1.00.

Bridge Management Ltd.
P.O. Box 508, Grand Cayman, Cayman Is.

N'bashi Feb.	¥13,857		.....	—

G.P.O. Box 590, Hong Kong

Nippon Fd. Feb. 1	$US13.31	13.91	.....	0.89

Ex-Stock Split.

Britannia Tst. Mngmt. (CI) Ltd.
30 Bath St., St. Helier, Jersey. 0534 73114

Growth Invest	30.7	33.2xd	.....	4.40
Intnl. Fd.	59.9	64.8xd	.....	1.00
Jersey Energy Tst.	137.2	148.3xd	.....	1.50
Univsl. Dlr. Tst.	$5.09	5.36	.....	—
Univsl. $ Tst. Stg.	£2.19	2.31	.....	1.00

Value Feb. 3. Next dealing Feb. 13.

Butterfield Management Co. Ltd.
P.O. Box 195, Hamilton, Bermuda.

Buttress Equity	2.03	1.94	.....	2.09
Buttress Income	2.00	1.93	.....	7.49

Prices at Jan. 9. Next sub. day Feb. 6.

Capital International S.A.
37 rue Notre-Dame, Luxembourg.

Capital Int. Fund	$US15.35		-0.14	—

Charterhouse Japhet
1, Paternoster Row, EC4 01-248 3999

Adiropa	DM30.20	31.80	.....	5.66
Adiverba	DM47.90	50.40	-0.10	5.36
Fondak	DM31.50	33.10	-0.10	6.04
Fondis	DM20.10	21.20	.....	6.13
Emperor Fund	$US2.63	2.73	.....	—
Hispano	$US44.53	46.78	.....	1.93

Cornhill Ins. (Guernsey) Ltd.
P.O. Box 157, St. Peter Port, Guernsey

Intnl. Man. Fd.	163.0	177.5	.....	—

Delta Group
P.O. Box 3012, Nassau, Bahamas.

Delta Inv. Jan. 31	$1.20	1.26	.....	—

Deutscher Investment-Trust
Postfach 2685 Biebergasse 6-10 6000 Frankfurt.

Concentra	DM20.50	21.60	.....	—
Int. Rentenfonds	DM73.10	75.40	-0.10	—

Dreyfus Intercontinental Inv. Fd.
P.O. Box N3712, Nassau, Bahamas.

AV Jan. 26	$US11.98	12.74	.....	—

Emson & Dudley Tst. Mgt. Jrsy. Ltd.
P.O. Box 73, St. Helier, Jersey. 0534 20591

E.D.I.C.T.	117.9	125.8	.....	—

F. & C. Mgmt. Ltd. Inv. Advisers
1-2, Laurence Pountney Hill, EC4R 0BA. 01-623 4680

Cent. Fd. Feb. 1	$US4.26		+0.01	—

Fidelity Mgmt. & Res. (Bda.) Ltd.
P.O. Box 670, Hamilton, Bermuda.

Fidelity Am. Ass.	$US19.65		.....	—
Fidelity Int. Fund	$US18.07		.....	—
Fidelity Pac. Fd.	$US32.59xd		+0.34	—
Fidelity Wrld Fd	$US12.04		-0.03	—
Fidelity Ster. Fds.	—		.....	—
Series A (Intnl.)	3.03		.....	—
Series B (Pacific)	£6.04		+0.07	—
Series D (Am.Ass.)	£12.81		.....	—

First Viking Commodity Trusts
8, St. George's St., Douglas, I.o.M. 0624 4682. Ldn. Agts. Dunbar & Co., Ltd., 53, Pall Mall, London SW1Y 5JH. 01-930 7857

Fst. Vik. Cm. Tst.	40.5	42.6xd	.....	2.00
Fst. Vk. Dbl. Op. Tst.	87.0	92.0	.....	0.70

Fleming Japan Fund S.A.
37, rue Notre-Dame, Luxembourg

Flmg. Feb. 1	US$39.08		.....	—

Free World Fund Ltd.
Butterfield Bldg., Hamilton, Bermuda.

NAV Jan. 31	$US164.19		.....	—

G.T. Management Ltd. Ldn. Agts.
Park Hse., 16 Finsbury Circus, London EC2. Tel: 01-628 8131 TLX: 886100

Management International Ltd.
c/o Bk. of Bermuda Front St., Hamltn. Bmda.

Anchor 'B' Units	$US0.78	0.82xd	.....	1.97
Anchor Int. Fd.	$US3.78	4.01xd	.....	2.01

G.T. Bermuda Ltd.
Bk. of Bermuda, Front St., Hamltn., Bmda.

Berry Pac F.	$37.96		.....	1.05
G.T. $Fd.	$US6.38		.....	0.79

G.T. Mgt. (Asia) Ltd.
Hutchison Hse., Harcourt Rd., Hong Kong

G.T. Asia F.	$HK7.26	7.54	.....	1.99
G.T. Bond Fund	$US12.03		.....	5.30

G.T. Management (Jersey) Ltd.
Royal Tst., Hse., Colomberie, St. Helier, Jersey

G.T. Asia Sterling	£10.69	11.25	.....	1.87

Bank of Bermuda (Guernsey) Ltd.
31-33, Le Pollet, Guernsey. 0481-26268

Berry Pac Strlg.	200.0	210.08	.....	1.41
Anchor Gilt Edge	£10.55	10.60	.....	11.98
Anchor In.Jsy. Tst.	22.1	23.7xd	.....	3.29

Gartmore Invest. Ltd. Ldn. Agts.
2, St. Mary Axe, London, EC3. 01-283 3531

Gartmore Fund Mngt. (Far East) Ltd.
1503 Hutchison Hse., 10 Harcourt Rd., H.Kong

HK & Pac. U. Tst.	$HK2.36	2.59	.....	3.00
Japan Fd.	$US10.565	11.288	.....	—
N. American Tst.	$US9.30	9.92	.....	—
Intl. Bond Fund	$US10.81	10.46	.....	—

Gartmore Investment Mngt. Ltd.
P.O. Box 32, Douglas, IoM. 0624 23911

International Inc.	21.3	22.7	.....	11.50
Do Growth	54.6	58.1	.....	5.32

Hambro Pacific Fund Mgmt. Ltd.
2110, Connaught Centre, Hong Kong

Far East Jan. 25	9.47	9.98	.....	—
Japan Fund	$US5.86	6.17	.....	—

Hambros (Guernsey) Ltd./
Hambro Fund Mgrs. (C.I.) Ltd.
P.O. Box 86, Guernsey 0481-26521

C.I. Fund	136.8	145.7	.....	3.90
Intnl. Bond	$US102.49	105.64	+0.33	8.50
Int. Equity	$US9.77	10.07	+0.2	2.50
Int. Savings 'A'	$US1.00	1.03	.....	8.50
Int. Savings 'B'	$US0.98	1.01	.....	2.50

Prices on Feb. 8. Next dealing Feb. 15.

Henderson Baring Fund Mgrs. Ltd.
P.O. Box N4723, Nassau, Bahamas

Japan Fd.	14.23	14.85	.....	—

Prices on Jan. 25. Next dealing date Feb. 8.

Hill-Samuel & Co. (Guernsey) Ltd.
8 LeFebvre St., Peter Port Guernsey, C.I.

Guernsey Tst.	145.2	151.3	+3.2	3.51

Hill Samuel Overseas Fund S.A.
37, Rue Notre-Dame, Luxembourg

	$US16.39	17.05	.....	—

International Pacific Inv. Mngt. Ltd.
PO Box R237, 56, Pitt St., Sydney, Aust.

Javelin Equity Tst.	$1.86	2.01	.....	—

J.E.T. Managers (Jersey) Ltd.
PO Box 194, Royal Tst. Hse., Jersey 0534 27441

Jersey Extrnl. Tst.	108.0	116.0	.....	—

As at Jan. 31. Next sub. day Feb. 28.

Jardine Fleming & Co. Ltd.
46th Floor, Connaught Centre, Hong Kong

Jardine Estn. Tst.	$HK211.39xd		.....	3.40
Jardine J'pn. Fd.*	$HK257.49		.....	1.10
Jardine S.E.A.	$US11.34		.....	2.70
Jardine Phlp. Tst.	$US10.40xd		.....	3.60
Jardine Flem. Int. †	$HK8.95xd		.....	—

NAV Jan. 14. *Equivalent $US58.02. Next sub. Jan. 31.

Kemp-Gee Management Jersey Ltd.
1, Charing Cross, St. Helier, Jersey. 0534 73741

Kemp-Gee Capital	81.6	84.2	-3.1	—
Kemp-Gee Income	64.3	66.3	-1.3	8.30

Keyselex Mngt. Jersey Ltd.
PO Box 98, St. Helier, Jersey. (Enq. 01-606 7070)

Fonselex	Fr1,326	1,451xd	.....	3.10
Keyselex Int'l	£5.77	6.40	+0.02	4.69
Keyselex Europe	£3.83	4.21	.....	3.92
Japan Gth. Fund	20.56	22.12	.....	—
Keyselex Japan	£8.22	£8.97	.....	8.71
Cent. Assets Cap.	£130.53		+0.02	—

King & Shaxson Mgrs.
1 Charing Cross, St. Helier, Jersey.
1 Thomas Street, Douglas, Isle of Man

Gilt Fund (Jersey)	10.16	10.13xd	-0.06	11.25
Gilt Trust (I.o.M.)	116.40	119.30	.....	11.00
Intl. Govt. Secs. Tst.				
First Sterling	16.06	16.06	-0.05	—
First Intl.	$177.40	177.41	-0.49	—

Kleinwort Benson Limited
20, Fenchurch St., EC3 01-623 8000

Eurinvest, Lux. F.		1,083	.....	4.99
Guernsey Inc.	57.8	61.6	.....	4.23
Do. Accum.	70.4	75.1	.....	4.23
KB Far East Fd.	$US9.41		.....	1.48
KB Intl. Fund	$US10.47		.....	1.91
KB Japan Fund	$US26.27		+0.64	0.61
K.B. U.S. Gwth. Fd.	$18.71		.....	—
Signet Bermuda	$US4.31		.....	1.86
*Unifonds (DM)	18.30	19.30	.....	1.91

*KB act as London paying agents only.

Lloyds Bk. (C.I.) U/T Mgrs.
P.O. Box 195, St. Helier, Jersey. 0534 27561

Lloyds Tst. O'seas.	47.2	49.6	.....	3.03

Next dealing date Feb. 15.

Lloyds International Mgmnt. S.A.
7 Rue du Rhone, P.O. Box 179, 1211 Geneva 11

Lloyds Int. Growth	SF308.50	322.00	.....	1.70
Lloyds Int. Income	SF305.50	316.50	.....	6.30

M & G Group
Three Quays, Tower Hill EC3R 6BQ. 01-626 4588

Atlantic Ex. Feb. 7	$US2.48	2.71	+0.01	—
Aust. Ex. Feb. 1	$US1.76	1.97	.....	—
Gold Ex. Feb. 1	$US9.78	10.90	.....	—
Island	106.2	113.0	-0.9	13.78
(Accum. Units)	148.4	157.9	-1.2	13.78

Samuel Montagu Ldn. Agts.
114, Old Broad St., E.C.2. 01-588 6464

Apollo Fd. Feb. 1	SF45.50	49.40	.....	3.79
Japfest Jan. 31	$HK8.99	9.68	.....	1.32
117 Grp. Jan. 25	$US10.06	11.00	.....	2.15
117 Jersey Jan. 25	£4.53	4.95	.....	0.85
117 JrsyO's'sJan18	£9.47	9.97	.....	—

Murray, Johnstone (Inv. Adviser)
163, Hope St., Glasgow, C2. 041-221 5521

*Hope St. Fd.	$US27.81		.....	—
*Murray Fund	$US9.01		.....	—

*NAV Jan. 31.

Negit S.A.
10a Boulevard Royal, Luxembourg

NAV Feb. 3	$US10.07		.....	—

Negit Ltd.
Bank of Bermuda Bldgs., Hamilton, Brmda.

NAV Jan. 27	£3.82		.....	—

Old Court Fund Mngrs. Ltd.
P.O. 58, St. Julians Ct., Guernsey. 0481 26331

Eq. Fr. Jan. 31	48.3	51.1	.....	2.65
Inc. Fd. Feb. 1	156.2	165.5	.....	6.59
Intl. Fd. Jan. 16	80.2	85.0xd	.....	—
Sm. Co Fd. Jan. 31	140.4	149.3	.....	3.22

Old Court Commodity Fd. Mgrs. Ltd.
P.O. Box 58, St. Julian's Ct., Guernsey 0481 26741

O.C. Comdty. Tst.*	122.0	129.7xd	.....	1.75
O.C. Dllr. Cm. Trt. †	$24.27	25.81	-0.67	—

*Prices on Jan. 31. Next dealing Feb. 14.
†Price on Feb. 7. Next dealing date Feb. 21

Phoenix International
PO Box 77, St. Peter Port, Guernsey.

Inter-Dollar Fund	$US2.21	2.39	.....	—

Property Growth Overseas Ltd.
28 Irish Town, Gibraltar. (Gib) 6106

U.S. Dollar Fund	$US88.27		.....	—
Sterling Fund	£123.80		.....	—

Royal Trust (CI) Fd. Mgt. Ltd.
P.O. Box 194, Royal Tst. Hse., Jersey. 0534 27441

R.T. Int'l. Fd.	$US9.04	9.42	.....	3.00
R.T. Int'l. (Jsy.) Fd.	81	85	.....	3.21

Prices at Jan. 13. Next dealing Feb. 15

Save & Prosper International
Dealing to:
37 Broad St., St. Helier, Jersey 0534-20591

U.S. Dollar-denominated Funds				
Dlr. Fxd. Int. **‡	9.38	9.88	.....	7.09
Internal. Gr.*‡	6.04	6.53	.....	—
Far Eastern*‡	33.97	35.75	+0.54	—
North American*‡	3.41	3.69	+0.05	—
Sepro***‡	12.72	13.90	.....	—
Sterling-denominated Funds				
Channel Capital♦	208.5	219.5xd	+0.6	1.82
Channel Islands♦	139.8	147.2xd	+0.4	5.05
Commodity***‡	114.8	120.0xd	.....	—
St. Fxd. Int.***‡	122.1	129.1	.....	10.77

Prices on *Feb. 7. **Jan. 31. ***Jan. 26. ‡Weekly Dealings.

Schlesinger International Mngt. Ltd.
41, La Motte St., St. Helier, Jersey. 0534 73588.

S.A.I.L.	75.0	80.0	.....	9.06
S.A.O.L.	0.82	0.87	.....	4.60
Gilt Fd.	24.3	24.5	+0.1	11.23
Intl. Fd. Jersey	95.0	100.0	+1.0	3.68
Intnl. Fd. Lxmbrg.	$9.51	10.01	+0.05	—

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733

International Funds				
£Equity	101.7	108.1	.....	—
$Equity	112.3	119.4	.....	—
£Fixed Interest	139.4	148.2	.....	—
$Fixed Interest	101.9	108.0	.....	—
£Managed	120.6	128.2	.....	—
$Managed	107.1	113.9	.....	—

J. Henry Schroder Wagg & Co. Ltd.
120, Cheapside, E.C.2. 01-588 4000

Cheap $ Feb. 8	$US10.65		.....	2.72
Trafalgar Jan. 31	$US107.16		.....	—
Asian Fd. Feb. 6	$US13.01	13.62	.....	3.67
Darling Fnd.	$A1.74	1.85	+0.01	5.10
Japan Fd. Jan. 26	$US5.54	5.92xd	.....	0.17

Sentry Assurance International Ltd.
P.O. Box 326, Hamilton 5, Bermuda

Managed Fund	$US0.93	1.033	.....	—

Singer & Friedlander Ldn. Agents
20, Cannon St., EC4. 01-248 9646

Dekafonds	DM26.66	28.10	.....	7.83
Tokyo Tst. Feb. 1	$US30.00		.....	2.00

Surinvest (Jersey) Ltd. (x)
P.O. Box 98, St. Helier, Jersey. 0534 73673

American Ind. Tst.	£6.67	6.80	-0.04	1.47
Copper Trust	£9.80	10.01	-0.02	—
Jap. Index Tst.	£8.59	8.77	-0.03	—

Surinvest Trust Managers Ltd. (x)
48, Athol Street, Douglas, I.o.M. 0624 23914

The Silver Trust	96.9	99.2	-0.3	—
Richmond Bond 97.	185.2	194.9	-2.2	10.28
Do. Evergreen	234.5	246.8	.....	8.20
Do. Platinum Bd.	105.8	111.3	-0.5	—
Do. Gold Bd.	98.3	103.5	+3.0	—

TSB Unit Trust Managers (C.I.) Ltd.
Bagatelle Rd., St. Saviour, Jersey. 0534 73494

Jersey Fund	42.7	45.0xd	-0.6	4.27
Guernsey Fund	42.7	45.0xd	-0.6	4.27

Prices on Feb. 8. Next sub. day Feb. 15.

Tokyo Pacific Holdings N.V.
Intimis Management Co. N.V., Curacao.
NAV per share Jan. 30. $US42.13.

Tokyo Pacific Hldgs. (Seaboard) N.V.
Intimis Management Co. N.V., Curacao.
NAV per share Jan. 30. $US30.71.

Tyndall Group
P.O. Box 1256 Hamilton 5, Bermuda, 2-2760

Overseas Feb. 1	$US0.99	1.04xd	.....	6.00
(Accum. Units)	$US1.51	1.60	.....	—
3-Way Int. Jan. 19	$US2.475	2.605	.....	—

2 New St., St. Helier, Jersey 0534 37331/3

TOFSL Feb. 1	£6.20	6.60xd	.....	6.00
(Accum. Shares)	£9.65	10.25	.....	—
TASOF Feb. 1	75.5	80.0	.....	—
(Accum. Shares)	75.5	80.0	.....	—
Jersey Fund Feb. 1	191.2	202.8	.....	7.00
(Non-J. Acc. Uts.)	263.0	278.8	.....	—
Gilt Fund Feb. 1	114.4	116.6	.....	10.29
(Accum. Shares)	140.2	142.8	.....	—

Victory House, Douglas, Isle of Man. 0624 25029

Managed Jan. 19	127.2	134.0	.....	—

Utd. Intnl. Mngmnt. (C.I.) Ltd.
14, Mulcaster Street, St. Helier, Jersey.

U.I.B. Fund	$US100		.....	8.25

United States Tst. Intl. Adv. Co.
14, Rue Aldringer, Luxembourg.

U.S. Tst. Inv. Fnd.	$US9.67		+0.01	0.97

Net asset Feb. 6.

S. G. Warburg & Co. Ltd.
30, Gresham Street, EC2. 01-600 4555

Cnv. Bd. Fd. Feb. 6	$US9.39		-0.01	—
Engy. Itn. Feb. 6	$US15.31		-0.03	—
Gr. St. $Fd. Jan. 31	$US6.47		.....	—
Mer. Eur. Fd. Feb. 1	$US9.98	10.09	.....	—

Warburg Invest. Mngt. Jrsy. Ltd.
1, Charing Cross, St. Helier, Jsy. CI 0534 73741

CMF Ltd. Jan. 27	$US11.77	12.08	.....	—
CMT Ltd. Jan. 27	£11.48	11.77	.....	—
Metals Tst. Jan. 19	£11.17	11.44	.....	—
TMT Jan. 12	$US8.91	9.14	.....	—
TMT Ltd. Jan. 12	£8.79	9.02	.....	—

World Wide Growth Management♦
10a, Boulevard Royal, Luxembourg.

Worldwide Gth Fd	$US12.75		-0.11	—

INSURANCE, PROPERTY, BONDS

Abbey Life Assurance Co. Ltd.
1-3 St. Paul's Churchyard, EC4. 01-248 9111

Equity Fund	32.7	34.5	-1.0	—
Equity Acc.	27.5	29.0	-0.9	—
Property Fd.	139.7	147.1	+1.1	—
Property Acc.	145.5	153.2	+1.0	—
Selective Fund	81.7	86.1	-0.8	—
Convertible Fund	123.0	134.8	+0.1	—
♥Money Fund	119.0	125.3	-0.1	—
Pens. Property	163.3	171.9	+1.3	—
Pens. Selective	77.0	81.1	-0.7	—
Pens. Security	132.0	139.0	+0.3	—
Pens. Managed	164.8	173.5	-1.4	—
Pens. Equity	144.2	151.8	-4.5	—
♥Prop. Fd. Ser. 4	120.2	126.6	+0.7	—
♥Man. Fd. Ser. 4	125.0	131.6	-1.3	—
♥Equity Fd. Ser. 4	30.7	32.4	-0.9	—
♥Conv. Fd. Ser. 4	109.4	115.2	+0.1	—
♥Money Fd. Ser. 4	107.5	113.2	+0.1	—

Prices at Feb. 7. Valuations normally Tues.

Albany Life Assurance Co. Ltd.
31, Old Burlington St., W.1. 01-437 5962

♥Equity Fd. Acc.	174.0	183.1	.....	—
♥Fixed Int. Acc.	138.1	145.3	.....	—
♥Gtd. MoneyFd. Ac.	112.6	118.5	.....	—
♥Intl. Man. Fd. Acm	96.4	101.4	.....	—
♥Prop. Fd. Acc.	106.2	111.7	.....	—
♥M'ple Inv. Acc.	158.3	166.5	.....	—
Equity Pen. Fd. Acc.	203.3	214.0	.....	—
Fixed I. Pen. Acc.	172.6	181.7	.....	—
G'td. Mon. Pen. Acc.	125.8	132.3	.....	—
Intl. Mn. PnFd. Acc	101.9	107.2	.....	—
Prop. Pen. Acc.	119.0	125.2	.....	—
M'ple Inv. Pen. Acc.	192.2	202.3	.....	—

AMEV Life Assurance Ltd.♥
Alma Hse., Alma Rd., Reigate. Reigate 40101.

AMEV Managed	126.4	133.2	.....	—
AMEV Mgd. 'B'	107.2	112.9	.....	—
AMEV Money Fd.	103.4	108.8	.....	—
AMEV Mgd. Pen. Fd.	100.0	105.4	.....	—
AMEV Mgd. Pen. 'B'	100.7	106.1	.....	—
Flexiplan	99.7	104.9	.....	—

Arrow Life Assurance
30 Uxbridge Road, W12. 01-749 9111

Sel. Mk. Fd. Cp. Unt.	61.5	65.1	.....	—
Sel. Mk. Fd. St. Unt.	97.7	103.3	.....	—

Barclays Life Assur. Co. Ltd.
252 Romford Rd., E.7. 01-534 5544

Barclaybonds*	116.1	122.3	.....	—
Equity	104.6	110.2	-0.7	—
Gilt-edged	110.8	116.7	+0.5	—
Property	97.9	103.1	+0.1	—
Managed	101.7	107.1	-0.3	—
Money	97.2	102.4	.....	—
Man. Pens. Accum.	96.5	101.6	-1.3	—
Do. Initial	95.4	100.5	-1.3	—
Gilt EdgPens. Acc.	96.5	101.6	-1.3	—
Do. Initial	95.2	101.3	-1.3	—
Money Pens. Acc.	97.5	102.7	+0.1	—
Do. Initial	96.3	101.4	.....	—

*Current unit value Feb. 8.

Beehive Life Assur. Co. Ltd.♥
71, Lombard St., EC3. 01-623 1288

Black Horse Bd.		128.53	.....	—

Canada Life Assurance Co.
2-6 High St., Potters Bar, Herts. P.Bar 51122

Grth. Fd. Feb. 1		57.1	.....	—
Retmt. Fed. Feb. 6		110.0	.....	—

Cannon Assurance Ltd.♥
1, Olympic Wy., Wembley HA9 0NB 01-902 8876

Equity Units	£15.76	—	-0.08	—
Property Units	950	—	+1	—
Equity Bond/Exec.	£10.61	11.23	-0.07	—
Prop. Bond/Exec.	£12.52	13.29	+0.02	—
Bal. Bd./Exec/Unit	£12.49	13.22	-0.5	—
Deposit Bond	109.4	115.2	.....	—
Equity Accum.	160	—	-1	—
Property Accum.	£11.75	—	+0.02	—
Mngd. Accum.	1,499	—	-7	—
2nd Equity	85.5	90.5	-0.6	—
2nd Property	98.6	104.3	+0.6	—
2nd Managed	92.6	98.0	-0.5	—
2nd Deposit	95.5	101.1	.....	—
2nd Gilt	92.0	97.4	-1.0	—
2nd Eq. Pens./Acc.	86.4	91.4	-0.7	—
2nd Prp. Pens./Acc.	100.1	105.9	+0.2	—
2nd Mgd. Pens/Acc	93.9	99.4	-0.4	—
2nd Dep. Pens/Acc	95.9	101.5	+0.1	—
2nd Gilt Pens/Acc.	91.9	97.2	-1.3	—
L & E S.I.F.	36.0	38.5	.....	—
L & E S.I.F. 2	25.5	27.0	-0.5	—

Current value Feb. 6.

Capital Life Assurance♥
Coniston House, Chapel Ash W'ton 0902 28511

Key Invest. Fd.		102.13	.....	—
Pacemaker Inv. Fd.		100.67	.....	—

Charterhouse Magna Gp.♥
18, Chequers Sq., Uxbridge UB8 1NE 52181

Chrthse. Energy	35.0	36.8	.....	—
Chrthse. Money	29.2	30.8	.....	—
Chrthse. Managed	38.8	40.8	.....	—
Chrthse. Equity	35.0	36.8	.....	—
Magna Bld. Soc.		124.6	.....	—
Magna Managed		153.6	+0.2	—

City of Westminster Assur. Soc. Ltd.
Ringstead House, 6, Whitehorse Road, Croydon, CR0 2JA. 01-684 9664.

First Units	116.0	121.8	.....	—
Property Units	53.0	55.6	.....	—

City of Westminster Ass. Co. Ltd.
Ringstead House, 6, Whitehorse Road, Croydon, CR0 2JA. 01-684 9664.

West Prop. Fund	57.0	60.0	.....	—
Managed Fund	166.6	175.3	.....	—
Equity Fund	54.9	57.7	+0.7	—
Farmland Fund	68.9	72.5	.....	—
Money Fund	119.6	125.8	.....	—
Gilt Fund	64.0	67.3	+0.2	—
PULA Fund	172.6	176.0	.....	—
Fund currently closed to new investment				
Perform. Units		191.0	.....	—

Commercial Union Group
St. Helen's, 1, Undershaft, EC3. 01-283 7500

Variable An. Ac. Uts.		51.07	.....	—
Do. Annuity Uts.		17.66	.....	—

Confederation Life Insurance Co.
50, Chancery Lane, WC2A 1HE. 01-242 0282

♥Equity Fund	146.3	154.0	.....	—
♥Managed Fund	177.7	187.0	.....	—
Personal Pen. Fd.	70.6	74.1	.....	—
Equity Pen. Fund		214.3	.....	—
Fixed Int. Pen. Fd.		199.6	.....	—
Managed Pen. Fd.		178.4	.....	—
Property Pen. Fd.		124.0	.....	—
♥Protected In. Pol.		361.4	.....	—

Cornhill Insurance Co. Ltd.
32, Cornhill, E.C.3. 01-626 5410

Capital Jan. 15	118.5	—	.....	—
GS Spec. Jan. 15	49.0	—	.....	—
Mn. Gth. Fd. Jan. 26	165.0	174.0	.....	—

Credit & Commerce Insurance
120, Regent St., London W1R 5FE. 01-439 7081

C&C Mngd. Fd.	121.0	130.0	.....	—

Crusader Insurance Co. Ltd.
Vincula House, Tower Pl., EC3. 01-626 8031

Gth. Prop. Jan. 7	66.5	73.4	.....	—

Eagle Star Insur/Midland Ass.
1, Threadneedle St., EC2. 01-588 1212

Eagle/Mid. Units	48.6	50.4	+0.9	6.08

Equity & Law Life Ass. Soc. Ltd.♥
Amersham Road, High Wycombe 0494 33377

Equity Fd.	102.6	108.0	.....	—
Property Fd.	102.1	107.4	.....	—
Fixed Interest F.	108.6	114.3	.....	—
Gtd. Deposit Fd.	97.6	102.7	.....	—
Mixed Fd.	103.6	109.0	.....	—

General Portfolio Life Ins. C. Ltd.♥
60 Bartholomew Ct., Waltham Cross. WX31971

Portfolio Fund		129.9	.....	—
Portfolio Capital	41.5	43.7	.....	—

Gresham Life Ass. Soc. Ltd.
2 Prince of Wales Rd., B'mouth. 0202 767655

G.L. Cash Fund	95.0	100.0	.....	—
G.L. Equity Fund	95.0	100.0	.....	—
G.L. Gilt Fund	114.4	120.4	.....	—
G.L. Intl. Fund	95.0	100.0	.....	—
G.L. Ppty. Fund	95.0	100.0	.....	—

Growth & Sec. Life Ass. Soc. Ltd.♥
Weir Bank, Bray-on-Thames, Berks. Tel. 34284

Flexible Finance	£1,097		.....	—
Landbank Secs.	56.81		.....	—
Landbank Scs. Acc.	119.0	122.1	.....	—
G. & S. Super Fd.	£8.166		.....	—

Guardian Royal Exchange
Royal Exchange, E.C.3. 01-283 7107

Property Bonds	165.9	172.8	.....	—

Hambro Life Assurance Limited ♥
7 Old Park Lane, London, W1 01-499 0031

Fixed Int. Dep.	123.5	130.0	.....	—
Equity	163.4	172.1	.....	—
Property	154.5	162.7	.....	—
Managed Cap	131.1	138.0	.....	—
Managed Acc	161.1	169.6	.....	—
Overseas	112.6	118.6	.....	—
Gilt Edged	122.3	128.8	.....	—
Pen. F.I. Dep. Cap.	126.3	133.0	.....	—
Pen. F.I. Dep. Acc.	145.3	153.0	.....	—
Pen. Prop. Cap.	196.9	207.3	.....	—
Pen. Prop. Acc.	250.0	263.2	.....	—
Pen. Man. Cap.	200.8	211.4	.....	—
Pen. Man. Acc.	254.9	268.4	.....	—
Pen. Gilt Edg. Cap.	127.7	134.5	.....	—
Pen. Gilt Edg. Acc.	132.7	139.5	.....	—
Pen. B.S. Cap.	121.9	128.0	.....	—
Pen. B.S. Acc.	136.9	143.8	.....	—
Pen. D.A.F. Cap.	100	—	.....	—
Pen. D.A.F. Acc.	100	—	.....	—

Hearts of Oak Benefit Society
Euston Road, London, NW1 01-387 5020

Hearts of Oak	35.5	37.5	.....	—

Hill Samuel Life Assur. Ltd.♥
NLA Twr., Addiscombe Rd., Croy. 01-686 4355

♦Property Units	145.0	152.3	.....	—
Property Series A	97.5	102.7	.....	—
Managed Units	152.3	160.4	.....	—
Managed Series A	90.0	93.8	.....	—
Managed Series C	89.0	93.7	.....	—
Money Units	118.4	124.7	.....	—
Money Series A	95.9	101.0	.....	—
Fixed Int. Ser. A	92.5	97.4	-0.4	—
Pns. Mgd. Cap.	142.6	150.2	.....	—
Pns. Mgd. Acc.	148.5	156.4	.....	—
Pns. Gtd. Cap.	104.5	110.0	.....	—
Pns. Gtd. Acc.	108.8	114.6	.....	—

Imperial Life Ass. Co. of Canada
Imperial House, Guildford. 71255

Growth Fd. Feb. 3	68.2	74.1	.....	—
Pens. Fd. Feb. 3	64.0	69.6	.....	—
Unit Linked Portfolio				
Managed Fund	94.5	99.5	.....	—
Fixed Int. Fd.	95.0	100.0	.....	—
Secure Cap. Fd.	95.1	100.1	.....	—
Equity Fund	95.0	100.0	.....	—

Irish Life Assurance Co. Ltd.
11, Finsbury Square, EC2. 01-628 8253

Blue Chip Feb. 1	66.7	70.2	.....	5.20
Managed Fund	211.6	222.8	.....	—
Prop. Mod. Feb. 1	167.2	176.0	.....	—
Prop. Mod. Gth.	181.1	190.6	.....	—

King & Shaxson Ltd.
52, Cornhill, EC3. 01-623 5433

Bond Fd. Exempt	113.34	114.77	+0.06	—

Next dealing date Feb. 15.

Govt. Sec. Bd.	130.2	137.00	.....	—

Langham Life Assurance Co. Ltd.
Langham Hs., Holmbrook Dr., NW4. 01-203 5211

Langham 'A' Plan	63.9	67.2	+0.1	—
♥Prop. Bond	139.4	146.7	+0.5	—
Wisp (SP) Man. Fd.	74.8	78.7	+0.5	—

Legal & General (Unit Assur.) Ltd.
Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU. Burgh Heath 53456

Cash Initial	95.1	100.2	.....	—
Do. Accum.	95.8	100.9	.....	—
Equity Initial	109.0	114.8	+1.3	—
Do. Accum.	109.8	115.6	+1.3	—
Fixed Initial	113.5	119.5	+0.1	—
Do. Accum.	114.2	120.3	+0.1	—
Managed Initial	111.5	117.4	+0.7	—
Do. Accum.	112.2	118.2	+0.7	—
Property Initial	95.0	100.1	.....	—
Do. Accum.	95.7	100.8	.....	—
Legal & General (Unit Pensions) Ltd.				
Exempt Cash Init.	95.4	100.5	.....	—
Do. Accum.	95.7	100.8	.....	—
Exempt Eqty. Init.	99.5	104.8	.....	—
Do. Accum.	99.8	105.1	.....	—
Exempt Fixed Init.	97.3	102.5	.....	—
Do. Accum.	97.6	102.8	.....	—
Exempt Mngd. Init.	99.5	104.8	.....	—
Do. Accum.	99.8	105.1	.....	—
Exempt Prop. Init.	95.4	100.5	.....	—
Do. Accum.	95.7	100.8	.....	—

Legal & General Prop. Fd. Mgrs. Ltd
11, Queen Victoria St., EC4N 4TP 01-248 9678

L&GPrp. Fd. Feb. 6	97.0	101.1	.....	—

Next Sub. Day March 1.

Life Assur. Co. of Pennsylvania
39-42 New Bond St., W1Y 0RQ. 01-493 8395

LACOP Units	1033	1085	.....	—

Lloyds Bk. Unit Tst. Mngrs. Ltd.
71, Lombard St., EC3. 01-623 1288

Exempt	97.9	103.0	-6.5	7.85

Lloyds Life Assurance
12 Leadenhall St., EC3M 7LS. 01-623 6621

Mlt. Gth. Feb. 6		1,264.67	.....	—
Opt. 5 Prp. Feb. 2	122.5	129.0	.....	—
Opt. 5 Eqty. Feb. 2	118.5	124.8	.....	—
Opt. 5 Hy. Feb. 2	159.3	167.7	.....	—
Opt. 5 Man. Feb. 2	141.0	148.5	.....	—
Opt. 5 Dept. Feb. 2	119.8	126.2	.....	—

London Indemnity & Gnl. Ins. Co. Ltd.
18-20, The Forbury, Reading 583511.

Money Manager	29.6	31.6	-0.3	—
M.M. Flexible	25.8	27.3	-0.2	—
Fixed Interest	34.1	36.0	-0.1	—

The London & Manchester Ass. Gp.♥
The Leas, Folkestone, Kent. 0303 57333

Cap. Growth Fund		212.2	.....	—
♦Exempt Flex. Fd.		130.0	.....	—
♦Exempt Prop. Fd.		87.5	.....	—
♦Expt. Inv. Tst. Fd.		142.9	.....	—
Flexible Fund		107.5	.....	—
Inv. Trust Fund		125.8	.....	—
Property Fund		80.8	.....	—

M & G Group♥
Three Quays, Tower Hill EC3R 6BQ 01-626 4588

Pers. Pension***	200.2	—	.....	—
Conv. Deposit*	116.1	122.1	.....	—
Equity Bond**	126.2	132.6	.....	—
Family 79-80**		152.3	.....	—
Family 81-86**	166.0	—	.....	—
Gilt Bond***	106.1	111.5	.....	—
Internatnl. Bond**	83.4	87.7	.....	—
Managed Bd***	121.9	128.1	.....	—
Property Bd**	147.9	155.4	.....	—
Ex. Yield Fd. Bd.*	77.4	81.4	.....	—
Recovery Fd. Bd.*	60.4	63.7	.....	—
American Fd. Bd.*	42.0	44.2	.....	—
Japan Fd. Bd.*	42.8	45.1	.....	—

Prices on *Feb. 1, **Feb. 2, ***Feb. 3.

Merchant Investors Assurance♥
125, High Street, Croydon. 01-686 9171

Conv. Dep. Fd.		126.9	.....	—
Money Mrkt. B.		143.7	.....	—
Mer. Inv. Man. Fd.		101.8	.....	—
Mer. Inv. Pty. Bd.		145.9	.....	—
Equity Bond		55.4	.....	—
Prop. Pens.		150.8	.....	—
Man. Pens.		151.3	.....	—
Equity Pens.		157.4	.....	—
Conv. Dep. Pens.		136.7	.....	—
Mon. Mkt. Pens.		184.4	.....	—

NEL Pensions Ltd.
Milton Court, Dorking, Surrey. 5911

Nelex Eq. Cap.	80.0	84.2	.....	—
Nelex Eq. Accum.	103.8	109.2	-0.4	—
Nelex Money Cap.	62.7	65.9	.....	—
Nelex Mon. Acc.	65.1	68.5	.....	—
Nelex Gth Inc Acc.	47.5	50.0	.....	—
Nelex Gth Inc Cap.	47.5	50.0	.....	—

Next sub. day Feb. 25.

New Court Property Fund Mngrs. Ltd.
St. Swithins Lane, London, EC4. 01-626 4356

N.Ct.Pr.F. Dec. 30	114.1	121.4	.....	—

Next sub. day March 31.

NPI Pensions Management Ltd.
48, Gracechurch St., EC3P 3HH. 01-623 4200

Managed Fund	146.3	152.4	.....	—

Prices Feb. 1. Next dealing March 1.

Norwich Union Insurance Group
PO Box 4, Norwich NR1 3NG. 0603 22200

Managed Fund	202.9	213.5	+1.4	—
Equity Fund	316.6	333.2	+2.9	—
Property Fund	120.7	127.0	.....	—
Fixed Int. Fund	156.3	164.5	+1.4	—
Deposit Fund	101.9	107.2	.....	—
Nor. Unit. Jan. 15		205.3	.....	—

Phoenix Assurance Co. Ltd.
4-5, King William St., EC4P 4HR. 01-626 9876

Wealth Ass.	102.6	108.1	.....	—
Eb'r. Ph. Ass.		78.6	.....	—
Eb'r. Ph. Eq. E.	70.7	74.2	.....	—

Prop. Equity & Life Ass. Co.♥
119, Crawford Street, W1H 2AS. 01-486 0857

R. Silk Prop. Bd.		169.3	.....	—
Do. Equity Bd.		69.2	.....	—
Do. Fx. Mny. Bd. Fd.		151.9	-2.1	—

Property Growth Assur. Co. Ltd.♥
Leon House, Croydon, CR9 1LU 01-680 0606

Property Fund		171.8	.....	—
Property Fund (A)		170.6	.....	—
Agricultural Fund		692.0	.....	—
Agric. Fund (A)		687.2	.....	—
Abbey Nat. Fund		149.2	.....	—
Abbey Nat. Fd. (A)		149.1	.....	—
Investment Fund		65.3	.....	—
Investment Fd. (A)		65.1	.....	—
Equity Fund		163.3	+2.0	—
Equity Fund (A)		162.7	+2.0	—
Money Fund		136.7	.....	—
Money Fund (A)		136.1	.....	—
Actuarial Fund		109.3	.....	—
Gilt-edged Fund		125.4	+0.4	—
Gilt-Edged Fd. (A)		125.4	+0.4	—
♦Retire Annuity		170.4	.....	—
♦Immed. Ann'ty		138.5	.....	—
Prop. Growth Pensions & Annuities Ltd.				
All W'ther Ac. Uts.	131.3	138.2	.....	—
♥All Weather Cap.	125.4	132.0	.....	—
♦Inv. Fd. Uts.		138.3	.....	—
Pension Fd. Uts.		126.4	.....	—
Conv. Pens. Fd.		140.9	.....	—
Cnv. Pns. Cap. Ut.		129.2	.....	—
Man. Pens. Fd.		145.2	.....	—
Man. Pens. Cap. Ut.		138.0	.....	—
Prop. Pens. Fd.		141.1	.....	—
Prop. Pens. Cap. Uts.		130.3	.....	—
Bdg. Soc. Pen. Ut.		127.2	.....	—
Bdg. Soc. Cap. Ut.		118.1	.....	—

Provincial Life Assurance Co. Ltd.
222, Bishopsgate, E.C.2. 01-247 6533

Prov. Managed Fd.	114.4	120.4	.....	—
Prov. Cash Fd.	103.7	109.3	.....	—
Gilt Fund 20	121.8	128.3	+1.4	—

Prudential Pensions Limited♦
Holborn Bars, EC1N 2NH. 01-405 9222

Equit. Fd. Jan. 18	£23.23	23.95	.....	—
Fxd. Int. Jan. 18	£19.44	19.70	.....	—
Prop. F. Jan. 18	£24.03	24.77	.....	—

Reliance Mutual
Tunbridge Wells, Kent. 0892 22271

Rel. Prop. Bds.		192.2	.....	—

Royal Insurance Group
New Hall Place, Liverpool. 051 227 4422

Royal Shield Fd.	129.8	137.3	-0.7	—

Save & Prosper Group♥
4, Gt. St. Helen's, Lndn., EC3P 3EP. 01-554 8899

Bal. Inv. Fd.	116.9	123.8	-0.2	—
Property Fd.*	145.9	154.4	.....	—
Gilt Fd.	120.0	126.4	+0.4	—
Deposit Fd†	121.3	127.7	+0.1	—
Comp. Pens. Fd.†	195.7	206.0	.....	—
Equity Pens. Fd.	164.4	173.6	+1.6	—
Prop. Pens. Fd.*	204.4	215.8	.....	—
Gilt Pens. Fd.	93.1	98.1	+0.3	—
Depos. Pens. Fd.†	96.1	101.2	.....	—

Prices on *January 18. †Weekly dealings.

Schroder Life Group♥
Enterprise House, Portsmouth. 0705 27733

Equity Jan. 31		211.6	.....	—
Equity 2 Jan. 31	202.9	213.7	.....	—
Equity 3 Jan. 31	110.7	116.6	.....	—
Fixed Int. Jan. 31	142.5	150.1	.....	—
Fixed Int. 3 Jan. 31	153.0	161.0	.....	—
Int. UT Jan. 31	111.1	116.9	.....	—
Y & S Gilt Jan. 31	147.0	150.0	.....	—
K&S Gt. Sc. Jan. 31	124.3	130.8	.....	—
Mngd. (Fix) Jan. 31	125.6	132.2	.....	—
Mngd 3 Jan. 31	138.8	145.9	.....	—
Money Jan. 31	105.7	111.3	.....	—
Money 3 Jan. 31	115.6	121.7	.....	—
Deposit Jan. 31	112.0	118.0	.....	—
Property Jan. 31	147.6	155.5	.....	—
Property 3 Jan. 31	145.4	153.0	.....	—
BSPn. Cp. Jan. 31		117.9	.....	—
BSPn. Acc. Jan. 31		126.5	.....	—
Mn. Pn. Cp. Jan. 31	189.2	199.2	.....	—
Mn. Pn. Acc. Jan. 31	221.6	233.4	.....	—

Scottish Widows' Group
PO Box 902, Edinburgh EH16 5BU. 031-655 6000

Inv. Ply. Series 1	96.5	96.5	.....	—
Inv. Ply. Series 2	91.2	96.0	.....	—
Inv. Cash Feb. 3	96.4	101.5	.....	—
Ex Ut. Tr. Feb. 1	132.6	138.3	.....	—
Mgd. Pen. Feb. 1	243.3	249.9	.....	—

Solar Life Assurance Limited
107 Cheapside, EC2V 6DU. 01-606 0471

Solar Managed S	123.5	130.0	+0.6	—
Solar Property S	106.7	112.4	.....	—
Solar Equity S	149.1	157.0	+1.8	—
Solar Fxd. Int. S	117.3	123.5	+0.6	—
Solar Cash S	98.9	105.1	.....	—
Solar Managed P	123.4	129.9	+0.9	—
Solar Property P	106.5	112.2	.....	—
Solar Equity P	148.9	156.8	+1.8	—
Solar Fxd. Int. P	117.1	123.3	+0.6	—
Solar Cash P	98.8	105.0	.....	—

Sun Alliance Fund Mangmt. Ltd.
Sun Alliance House, Horsham. 0403 64141

Exp. Fd. Int. Jan. 11	£159.4	165.2	.....	—
Int. Bn. Jan. 31		£10.25	.....	—

Sun Alliance Linked Life Ins. Ltd.
Sun Alliance House, Horsham 0403 64141

Equity Fund	99.3	104.6	+0.4	—
Fixed Interest Fd.	100.0	105.3	.....	—
Property Fund	98.0	103.2	.....	—
International Fd.	85.2	89.7	+0.6	—
Deposit Fund	95.3	100.4	.....	—
Managed Fund	96.8	101.9	+0.2	—

Sun Life of Canada (U.K.) Ltd.
2, 3, 4, Cockspur St., SW1Y 5BH 01-930 5400

Maple Lf. Grth.		189.7	.....	—
Maple Lf. Mangd.		131.3	.....	—
Maple Lf. Eqty.		119.6	.....	—
Persnl. Pn. Fd.		198.4	.....	—

Target Life Assurance Co. Ltd.
Target House, Gatehouse Rd., Aylesbury, Bucks. Aylesbury (0296) 5941.

Man. Fund Inc.	94.9	100.4	.....	—
Man. Fund Acc.	112.4	118.9	.....	—
Prop. Fd. Inc.	102.6	108.7	.....	—
Prop. Fd. Acc.		126.0	.....	—
Prop. Fd. Inv.		99.0	.....	—
Fixed Int. Fd. Inc.	109.2	115.6	.....	—
Dep. Fd. Acc. Inc.	97.1	102.5	.....	—
Ret. Plan Ac. Pen.	68.3	74.6	+0.5	—
Ret. Plan Cap. Pen.	56.5	61.7	+0.4	—
Ret. Plan Man. Acc.	118.6	125.5	.....	—
Ret. Plan Man. Cap.	110.7	117.2	.....	—
Gilt Pen. Acc.	137.0	144.7	.....	—
Gilt Pen. Cap.	131.4	136.8	.....	—

Transinternational Life Ins. Co. Ltd.
2 Bream Bldgs., EC4 1NV. 01-405 6497

Tulip Invest. Fd.	132.0	139.0	.....	—
Tulip Mangd. Fd.	106.1	111.6	.....	—
Man. Bond Fd.	108.6	114.3	.....	—
Man. Pen. Fd. Cap.	111.4	117.2	.....	—
Man. Pen. Fd. Acc.	117.0	123.1	.....	—

Trident Life Assurance Co. Ltd.♥
Renslade House, Gloucester 0452 36541

Managed	119.7	126.5	.....	—
Gtd. Mgd.	147.9	156.6	.....	—
Property	145.3	153.6	.....	—
Equity/American	77.8	82.4	.....	—
U.K. Equity Fund	102.6	108.7	+1.8	—
High Yield	138.0	146.2	.....	—
Gilt Edged	122.6	129.8	.....	—
Money	120.3	126.8	.....	—
International	92.7	96.2	.....	—
Fiscal	127.5	135.0	.....	—
Growth Cap.	127.0	134.5	.....	—
Growth Acc.	129.7	137.3	.....	—
Pens. Mngd. Cap.	112.8	119.4	.....	—
Pens. Mngd. Acc.	115.8	122.6	.....	—
Pens. Gtd. Dep. Cap.	100.7	106.6	.....	—
Pens. Gtd. Dep. Acc.	103.4	109.5	.....	—
Pens. Ppty. Cap.	111.2	117.8	.....	—
Pens. Pty. Acc.	114.2	121.0	.....	—
Trdt. Bond	35.5	37.5	.....	—
*Trdt. G.I. Bond		100.4	-0.5	—

*Cash value for £100 premium.

Tyndall Assurance/Pensions♥
18, Canynge Road, Bristol. 0272 32241

3-Way Jan. 19		120.2	.....	—
Equity Jan. 19		151.6	.....	—
Bond Jan. 19		168.2	.....	—
Property Jan. 19		100.4	.....	—
Deposit Jan. 19		125.2	.....	—
3-Way Pen. Jan. 19		142.0	.....	—
O'seas Inv. Jan. 19		61.0	.....	—
Mn. Pn. 3-W Feb. 1		164.6	.....	—
Do. Equity Feb. 1		244.2	.....	—
Do. Bond Feb. 1		180.0	.....	—
Do. Prop. Feb. 1		81.8	.....	—

Vanbrugh Life Assurance
41-43 Maddox St., Ldn. W1R 9LA. 01-499 4923

Managed Fd.	139.8	146.7	+0.8	—
Equity Fd.	214.8	226.2	+3.0	—
Intnl. Fund	84.6	89.1	-0.1	—
Fixed Interst. Fd.	170.4	179.4	+1.0	—
Property Fd.	136.4	143.6	.....	—
Cash Fund	116.1	122.3	.....	—

Vanbrugh Pensions Limited
41-43 Maddox St., Ldn. W1R 9LA 01-499 4923

Managed	95.0	100.1	+0.1	—
Equity	95.0	100.0	.....	—
Fixed Interest	95.0	100.0	.....	—
Property	95.0	100.0	.....	—

Guaranteed see 'Ins. Base Rates' table.

Welfare Insurance Co. Ltd.♥
The Leas, Folkestone, Kent. 0303 57333

Moneymaker Fd.		100.5	.....	—

For other funds, please refer to The London & Manchester Group.

Windsor Life Assur. Co. Ltd.
1 High Street, Windsor. Windsor 68144

Life Inv. Plans	68.4	72.0	.....	—
FutureAssd. Gth(a)		19.0	.....	—
FutureAssd. Gth(b)		47.0	.....	—
Ret. Assd. Pens.		£27.75	.....	—
Flex. Inv. Growth	106.4	112.0	.....	—

NOTES

Prices do not include $ premium, except where indicated ♦, and are in pence unless otherwise indicated. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of U.K. taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ♥ Net of tax on realised capital gains unless indicated by ♦. § Guernsey gross. # Suspended. ♦ Yield before Jersey tax. † Ex-subdivision.

FT SHARE INFORMATION SERVICE

**BRITISH FUNDS

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
		"Shorts" (Lives up to Five Years)				
101¹³⁄₁₆	95⅝	Treasury 9pc 1978‡‡	100⅜xd	.....	8.97	5.93
104⅛	97½	Treasury 10½pc '78‡‡	102⅛	.....	10.28	5.47
100⅛	90½	Exch. 5pc '76-78‡‡	99½	.....	5.02	5.89
107	95⅞	Treasury 11½pc '79‡‡	104xd	.....	11.06	7.60
97¼	84⅞	Treasury 3pc '79‡‡	94¾	.....	3.17	6.49
98¾	85½	Electric 4½pc '74-79	95⅞	.....	4.43	6.95
106¹³⁄₁₆	92	Treasury 10½pc '79‡‡	102⅝	.....	10.24	8.94
97⅝	84⅞	Electric 3½pc '76-79	94⅞	.....	3.69	6.60
107	87¾	Treasury 9pc 1980‡‡	100¼xd	.....	8.98	8.93
105¾	88⅞	Treasury 9½pc '80‡‡	100⅝	.....	9.44	9.18
96	82⅞	Treasury 3½pc '77-80	93½	.....	3.76	6.72
98¼	83⅞	Funding 5½pc '78-80‡‡	94½	.....	5.58	8.04
112⅝	96½	Exchequer 13pc 1980‡‡	107¼	.....	12.12	9.54
108⅜	92½	Treasury 11½pc 1981‡‡	103⅝	.....	11.10	10.02
94¼	77⅞	Treasury 3½pc 1979-81	90¼xd	.....	3.89	7.15
104	86⅝	Treasury 9¾pc 1981‡‡	99¼	.....	9.82	10.02
97⅛	95¼	Exch. 8¼pc 1981	95¼	.....	8.66	9.94
103½	97½	Exch. 9½pc 1981	98⅝	.....	9.64	10.01
92⅛	87½	Exch. 3pc 1981	87½xd	.....	3.43	7.07
98¾	96⅛	Treas. Variable '81‡‡	95½	.....	6.66	7.50
113⅜	96¼	Exch. 12¾pc 1981‡‡	107⅝	.....	11.85	10.27
100⅝	82⅞	Treas. 8½pc '80-82‡‡	95⅝	.....	8.88	9.84
95⅛	71⅝	Treasury 3pc '82‡‡	84xd	.....	3.57	7.71
119⅝	101⅝	Treasury 14pc '82‡‡	111¾	.....	12.53	10.43
98½	95¾	Treas. Variable '82‡‡	95⅝	.....	6.71	7.55
98⅝	93⅝	Treasury 8¼pc '82	93⅝	.....	8.81	10.05
102⅛	93½	Exch. 9¼pc 1982	96⅝	.....	9.57	10.17
		Five to Fifteen Years				
87⅝	81	Exch. 3pc '83	81xd	.....	3.70	7.56
114¼	95½	Treasury 12pc 1983‡‡	105¾	.....	11.35	10.51
101⅜	95¾	Treasury 9½pc '83	95¾	.....	9.71	10.43
95½	72⅝	Funding 5½pc '82-84‡‡	85⅝	.....	6.45	9.73
100¾	77½	Treasury 8¾pc '84-86‡‡	93⅛	.....	9.19	9.64
87⅞	66¾	Funding 6½pc '85-87‡‡	83⅝	.....	7.94	9.49
94	68½	Treasury 7¾pc '85-88‡‡	85¼	.....	9.12	10.15
74⅜	49⅛	Transport 3pc '78-88	63⅝	.....	4.74	8.35
76½	53⅞	Treasury 5pc '86-89	70¼	.....	7.28	9.49
121⅛	90	Treasury 13pc 1990‡‡	108½	.....	12.01	11.69
94¼	67⅛	Treasury 8¼pc '87-90‡‡	84½	.....	9.79	10.70
117	86¾	Treasury 11¾pc 1991	100¼	.....	11.53	11.65
76½	53⅜	Funding 5¾pc '87-91‡‡	73	.....	8.45	10.22
118	86¾	Treasury 12¾pc '92‡‡	106½	.....	12.08	11.52
96⅝	68¼	Treasury 10pc 1992	88½xd	.....	11.29	11.61
115	89½	Exch. 12¼pc '92	101½xd	.....	12.06	11.96
		Over Fifteen Years				
116¼	84½	Treasury 12½pc '93‡‡	104⅛	.....	12.07	11.93
75¾	51⅝	Funding 6pc 1993‡‡	64⅞xd	.....	9.17	10.57
126½	96	Treasury 13¾pc 1993‡‡	114	.....	12.35	12.13
129¼	99	Treasury 14½pc '94‡‡	115⅞xd	.....	12.42	12.12
114⅛	94⅝	Exch. 12½pc 1994	102¾xd	.....	12.11	12.05
96	66¼	Treasury 9pc '94‡‡	85	.....	10.85	11.28
110¾	97⅞	Treasury 12pc '95	100⅝	.....	11.98	11.97
51½	32⅝	Gas 3pc '90-95	48⅝	.....	6.27	9.05
30	25	Exch. 10¼pc '95 (£30pd)●	25	.....	11.42	11.63
120⅝	87	Treasury 12¾pc '95‡‡	107⅞	.....	12.15	12.05
92½	66¼	Treasury 9pc '92-96‡‡	81⅞xd	.....	10.94	11.34
133¾	101⅛	Treasury 15¼pc '96‡‡	125¼	.....	12.59	12.30
124	89¾	Exchequer 13¼pc '96‡‡	111½	.....	12.22	12.09
50	31¾	Redemption 3pc 1986-96	47⅛	.....	6.51	9.03
122½	87⅛	Treasury 13¼pc '97‡‡	109⅛	.....	12.21	12.09
98⅞	90⅛	Exchequer 10½pc 1997	90¾xd	.....	11.59	11.75
89⅝	64⅞	Treasury 8¾pc 1997‡‡	79xd	.....	11.01	11.38
72¾	50⅜	Treasury 6¾pc '95-98‡‡	67	.....	10.35	11.10
136½	103⅝	Treas. 15½pc '98‡‡	129½	.....	12.51	12.27
97	65⅞	Treasury 9½pc 1999‡‡	85½	.....	11.19	11.41
106¼	90¾	Treasury 10½pc 1999	90¾	.....	11.65	11.77
44¾	27⅝	Funding 3½pc '99-04	39½	.....	6.97	10.21
82¼	57½	Treasury 8pc '02-06‡‡	75⅝	.....	10.98	11.16
59	40½	Treasury 5½pc '08-12‡‡	51¼xd	.....	10.64	10.90
80¼	53¾	Treasury 7¾pc '12-15‡‡	71⅛	.....	10.94	11.02
		Undated				
38⅞	26⅝	Consols 4pc	34⅝	.....	11.58	—
38½	25⅝	War Loan 3½pc‡‡	35½	.....	10.05	—
39¼	26¾	Conv. 3½pc '61 Aft.	37⅛	.....	9.69	—
26⅝	20½	Treasury 3pc '66 Aft.	26½	.....	11.78	—
24⅛	17¼	Consols 2½pc	22¼	.....	11.35	—
24	17⅛	Treasury 2½pc	22⅛	.....	11.77	—

**INTERNATIONAL BANK

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
88¼	75½	5pc Stock '77-82	86¾xd	.....	5.76	8.59

**CORPORATION LOANS

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
100	82	Birm'ham 9¾pc '79-81	96¾	.....	9.56	10.37
94¼	81½	Bristol 7¾pc '79-81	91¾	.....	8.45	10.46
107	93	G.L.C. 12½pc '82	104¼	.....	11.99	11.21
112	95¾	Do. 12½pc 1983	104¼xd	.....	11.98	11.41
102½	85½	Glasgow 9¼ '80-82	95¼	.....	9.73	10.59
94	76¼	Herts. 5½pc '78-80	91½xd	.....	5.74	9.46
99½	90½	Liverpool 5¾pc '76-78	98⅝	.....	5.83	7.92
102½	79½	Do. 9¾pc '80-84	98¾xd	.....	10.15	10.63
29¼	22¾	Do. 3½pc Irred.	29¼	.....	12.30	—
100⅛	89	Lon. Corp. 6½pc '75-78	99⅝xd	.....	6.52	7.32
99¾	75	Do. 9½pc '84-85	96	.....	9.97	10.64
96¾	85½	L.C.C. 6pc '76-79	95½xd	.....	6.28	9.19
92½	70½	Do. 5½pc '77-81	91	.....	5.99	8.39
85½	60½	Do. 5½pc '82-84	79¼xd	.....	6.93	9.90
79	52½	Do. 5½pc '85-87	72	.....	7.72	10.35
79	51¾	Do. 6¾pc '88-90	74	.....	9.18	10.64
27¼	21¼	Do. 3pc '20 Aft.	24¾xd	.....	12.18	—
93½	76¾	Middx. 5¼pc 1980	91¾	.....	5.72	9.65
100	84¾	Newcastle 9¼pc '78-80	98	.....	9.44	10.13
107¼	90¾	Warwick 12½% 1980	105	.....	11.90	10.33

COMMONWEALTH & AFRICAN LOANS

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
100¼	88¾	**Aust. 5½pc '75-78	100⅛	+⅛	5.59	7.78
96	79⅛	**Do. 5½pc '77-80	94½xd	+¼	5.86	9.03
88¼	69¾	**Do. 5½pc '81-82	87	+¼	6.47	9.98
98¼	86½	**N.Z. 4pc 1976-78	97½xd	+¼	4.13	7.92
96½	81½	**Do. 6pc '76-80	93xd	+¼	6.43	9.65
89	66	**Do. 7½pc '83-86	86xd	.....	8.84	10.23
94	85	Sth. Africa 9½pc '79-81	93	.....	10.50	12.77
70	31	Sth. Rhod. 2½pc '65-70	64	.....	—	—
95	47	Do. 6pc '78-81	89	.....	—	—

LOANS

Public Board and Ind.

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
66	44	Agric. Mt. 5pc '59-89	61	.....	8.26	11.23
95	68½	Alcan 10½pc '89-94	89	.....	12.10	12.40
33¼	22	**Met. Wtr. 3pc 'B'	31¼xd	.....	9.62	11.22
116	101	U.S.M.C. 9pc 1982	110	.....	8.32	6.90
96	77	Do. without Warrants	93	−1	9.75	11.20
100	84	Ultramar 7pc '76-78	100	.....	7.14	9.50

Financial

1977-78 High	Low	Stock	£	+ or −	Yield Int.	Red.
107¼	94	**FFI 13pc '81	104¼xd	+¼	12.45	11.21
111½	98	Do. 14pc '79	108	.....	13.54	12.00
116	100¼	Do. 14pc '83	109½	−½	13.01	12.12
85¾	68	ICFC 5½pc Deb. '80-82	82½	+½	6.87	11.04
83½	67¼	Do. 6½pc Db. '81-84	79½	.....	8.02	10.95
97¼	95	Do. 10¼pc Uns.Ln. '86	95½	.....	11.11	11.60
99¼	95	Do. 11pc Uns.Ln. '88	97½	.....	11.28	11.43
100¾	96	Do. 11¾pc Uns.Ln. '90	98¾	.....	12.04	12.10
73	51½	Do. 7¼pcA Db. '89-92	67½	.....	11.02	12.30
71½	52½	Do. 7¾pcA Db. '91-94	68	.....	11.17	12.20
84½	57	Do. 9pc 'A' '91-94	81½	−½	11.57	12.13
83½	59½	Do. 9¼pc Ln. '92-97	75xd	.....	11.83	12.30

FOREIGN BONDS & RAILS

1977-78 High	Low	Stock	Price £	+ or −	Div. % Gross	Red. Yield
22¼	15	Antofagasta Rly	19½	.....	—	—
37	32	Do. 5pc Pref	33	.....	B—	—
98	95	Chilean Mixed	98	.....	3	£3.07
355	198	German Yng. 4½pc	335	.....	4½	—
60	46	Greek 7pc Ass.	47	.....	3½	£7.60
58	46	Do. 6pc '28 Stab. Ass.	47xd	.....	6	£6.30
44	38	Do. 4pc Mixed Ass.	43	.....	4	£4.68
42	32	Hung. '24 Ass.	42	.....	4½	6.69
77	48	Iceland 6½pc '83-88	74	.....	—	10.77
90½	69½	Ireland 7¾pc '81-83	86¾	.....	—	10.94
91	65	Do. 9¾pc '91-96	89	.....	—	11.79
287	228	Japan 4pc '10 Ass.	280	.....	—	—
85	63	Do. 6pc '83-88	85xd	.....	6	8.10
165	150	Peru Ass. 3pc	160	.....	3	1.90
75	75	S.G.I. 6½pc 1980	75	.....	6½	8.67
$99	$94	Turin 9pc 1991	$97½	.....	9	9.23
DM85	DM71	Turin 6½pc 1984	DM83½	.....	6½	9.90
94	62	Uruguay 3½pc	94xd	.....	3½	3.91

U.S. $ & DM prices exclude inv. $ premium

AMERICANS

1977-78 High	Low	Stock	£	+ or −	Div. Gross	Cvr	Y'ld Gr's
18⅝	13	ASA	14¼	−¼	80c	—	3.1
62¼	58	AMF 5% Conv. '87	60½	.....	5%	—	f4.7
49⅞	22	Amax $1	22¾	−⅛	$1.75	—	4.4
30½	21¾	American Express	23⅝xd	−⅛	$1.40	—	3.3
14	901p	Amer. Medic. Int.	13¼	+¼	30c	—	1.3
11¾	873p	Asarco Inc.	969pxd	−4	40c	—	2.3
45	28¼	Baker Intnl. Corp. $1	30⅝xd	+⅛	64c	—	1.2
16⅛	12½	Barnes Grp. $6⅔	12½	−⅜	90c	—	4.1
38⅜	22	Bendix Corp. $5	22⅝xd	−⅜	$2.28	—	5.7
34⅜	13	Beth. Steel $8	14⅞xd	−¼	$1.00	—	3.8
925p	620p	Brown'g Fer. c16⅔	672p	−11	40c	—	3.4
14⅛	827p	Brunswick Corpn.‖	952p	+19	60c	—	3.6
77⅞	42¾	Burroughs Corp. $5	42⅞xd	−⅛	$1.00	—	1.3
51⅜	30½	CBS $2.50	30⅞	−½	$2.00	—	3.6
44½	28¼	C.P.C. $½	29⅝	−¼	$2.50	—	4.9
49⅝	32¾	Caterpillar‖	34	−¼	$1.80	—	3.0
28⅜	17¾	Chase M'htn. $12.5	19⅛xd	−⅛	$2.20	—	6.5
22½	13⅝	Chesebrough $1	14⅛	−⅜	84c	—	3.3
10	812p	Chrysler $6¼	893pxd	−3	$1.00	—	6.3
29¼	13½	Citicorp $4	13½	.....	$1.06	—	4.4
13¼	733p	City Inv. $1.25	867p	−3	$1.00	—	6.5
22⅝	14⅛	Do. Cm. Prf. B $1	16⅜xd	+⅛	$2	—	6.9
23¼	12¾	Colgate-P. $1	13⅛xd	−⅜	$1.00	—	4.3
49⅜	29	Colt Inds. $1	29¼	−1	$2.75	—	3.5
25¾	15½	Cont. Illinois $10	16⅛xd	−⅛	$1.32	—	4.5
31⅛	17	Cont. Oil $5	18½	−⅛	$1.40	—	4.3
38¼	20⅝	Crown Zell. $5	21	.....	$1.90	—	5.1
27	19½	Cutler-Hammer $5	21¼	+¼	$1.40	—	3.7
37½	22	Eaton Crp. $0.50	23¼	.....	$2.25	—	5.5
28½	17¾	Esmark	18½xd	+⅛	$1.84	—	5.6
45¾	28¼	Exxon ‖	30½xd	.....	$3.20	—	5.9
20	944p	Firestone Tire ‖	10¼xd	+⅛	$1.10	—	6.1
19½	11¼	First Chicago $5	11½	−⅜	96c	—	4.7
35	20¾	Fluor Corp. $⅝	22⅝	.....	$1.20	—	3.0
41½	26⅝	Ford Motor $2	28⅛xd	−⅜	$3.20	—	6.4
28⅞	16¼	GATX	17⅛	.....	$2.50	—	8.1
47¼	29⅝	Gen. Elect. $2½	31⅞xd	−⅛	$1.60	—	2.8
25¼	15⅛	Gillette $1	16⅞xd	.....	$1.50	—	5.1
45⅛	28	Honeywell $1.50	30	−¼	$1.90	—	3.6
935p	750p	Hutton E.F.	805p	.....	$0.60	—	0.4
251	171	I.B.M. Corp. $5	177	.....	$11.52	—	3.2
46⅛	34	Ingersoll-R $2	39¼	.....	$3.00	—	4.4
23½	630p	Int. Systems & Con. $1	980p	+40	25c	—	1.4
11⅝	705p	I.U. International‖	791p	+6	90c	—	6.4
33⅞	18	Kaiser Al. $⅓	19¼	−⅛	$1.60	—	4.7

AMERICANS—Continued

1977-78 High	Low	Stock	£	+ or −	Div. Gross	Cvr	Y'ld Gr's
34⅝	20	Manf. Han. US$7.50	22xd	.....	$1.92	—	4.9
48	26⅝	Morgan (JP) US$2.5	28½	−½	$2.36	—	4.0
17¼	12	Norton Simon Inc. $1	12⅞	+⅛	76c	—	3.5
25	13⅛	Owens-Ill. $3.125	14⅛	+¼	h$1.06	—	4.2
22	14⅛	Quaker Oats US$5	14¼	+⅛	$1.04	—	4.1
21⅝	14½	Reliance $0.25	17⅝	.....	15c	—	—
24	16¼	Rep. N.Y. Corp. $5	17⅞	.....	$1.00	—	3.5
16⅝	10½	Rexnord $5	11½xc	−⅛	80c	—	4.0
22	14⅛	Richdsn.-Mrrll. $1¼	14¾	.....	90c	—	3.5
406p	247p	Saul (B. F.) $1	280p	+7	—	—	—
33⅝	18½	Shell Oil $1	20xd	−⅛	h$1.60	—	4.5
20⅝	11⅞	Singer ($10)	13	−⅛	60c	—	2.6
36½	22	Sperry Rand $0.50	22⅞xd	−¼	$1.12	—	2.8
33	18⅝	TRW Inc. $1¼	20¼	−½	$1.60	—	4.5
31⅝	18⅞	Tenneco	19⅝	−½	$2.00	—	5.8
£51	133	Do. 10% Ln. Stk. 91-95	137	.....	10%	—	f7.3
14½	505p	Tesoro Pt. US$0.16⅔	527p	−11	$1.00	—	10.7
24¾	16⅞	Texaco $6.25	17⅝xd	−¼	$2	—	6.4
31⅛	22¾	Time Inc.	24⅝	+⅛	$1.30	—	3.0
13⅝	865p	Transamerica $1	944pxd	−3	80c	—	4.8
34	21¼	Utd. Tech. $US5	23½	−¼	$2.00	—	4.8
41¾	18½	U.S. Steel $1	18⅞xd	−⅛	$1.60	—	4.9
19¼	938p	Vetco $0.50	14⅝xd	.....	20c	—	0.8
22	11½	Woolworths $3½	12¼xd	.....	$1.40	—	6.5
49½	28⅞	Xerox Corp. $1	30⅝xd	+⅛	$1.60	—	2.9
13⅝	385p	Xonics Inc. 10c	410p	.....	7½c	—	1.0
12¾	756p	Zapata Corp. 25c	11½xd	+⅛	s30c	—	1.5

S.E. List Premium 31⅝% (based on $US1.9360 per £)

Conversion factor 0.7598 (0.7577)

CANADIANS

1977-78 High	Low	Stock	£	+ or −	Div. Gross	Cvr	Y'ld Gr's
13⅞	10⅛	Bk Montreal $2	10⅞xd	−⅛	$1.06	—	5.1
17¾	10⅝	Bk Nova Scotia $1	11⅝xd	−⅛	92c	—	4.2
42½	30¼	Bell Canada $25	32½xd	−¼	$4.08	—	6.5
24½	11¾	Bow Valley‖	12¾	.....	10c	—	0.4
16⅜	825p	Brascan‖	890p	−15	$1.00	—	5.8
22⅞	15⅝	Can Imp Bk $2	15¼xd	+½	$1.44	—	4.8
15	940p	Can Pacific $5	10½xd	−⅛	97c	—	5.6
39¼	26½	Do. 4pc Deb. £100	35¼	.....	4%	—	11.2
22⅞	16½	Gulf Oil Can.‖	16⅞xd	.....	$1.06	—	3.2
410p	320p	Hawker Sid. Can.‖	345p	−5	40c	—	5.9
36	16⅞	Hollinger $5	17⅝xd	.....	$1.94	—	5.6
13⅛	935p	Hudson's Bay‖	10⅞	−⅛	65c	—	3.0
23¼	21½	Hud. B. Oil G. $2½	26½	−¼	$1.76	—	2.9
13¼	11¼	Imperial Oil‖	11⅝	−⅛	86.4c	—	3.5
22¼	930p	Inco	10	−¼	$1.25	—	6.4
975p	585p	Int. Nat. Gas $1	650pxd	.....	60c	—	6.3
18½	865p	Massey Ferg.‖	905p	+5	$1.00	—	5.6
27⅝	20⅝	Pacific Pet. $1	23½	−¼	86.4c	—	1.9
76p	32p	Place Gas $1	58p	+1	—	—	—
24	15	Rio Algom	15⅝	+⅛	$1.08	—	3.6
22	14⅝	Royal Bk. Can. $2	15⅝	.....	$1.46	—	4.7
19⅞	13⅛	Seagram Co. C$1	14⅝	+⅛	92c	—	3.5
16⅝	955p	Tor. Dom. Bk. $1	10⅝xd	.....	76c	—	3.7
960p	840p	Trans Can. Pipe $3½	690p	−20	103c	—	6.4

S.E. List Premium 31⅝% (based on $2.1530 per £)

BANKS AND HIRE PURCHASE

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
237	232	ANZ $A1	250	.....	tQ16c	—	4.0	—
305	190	Alexanders D. £1	248xd	.....	14.33	φ	8.8	φ
£114	£68	Algemene Fl.100	£100½	−½	Q22%	2.5	3.6	7.2
595	350	Allen Harvey £1	470	.....	t30.2	—	10.1	—
168	87¼	Allied Irish	158	+1	tQ10.0	—	6.4	—
195	105	Arbuthnot L. £1	160	.....	†9.25	—	8.8	—
£25½	£13¼	Bank Amer. $1.565	£15xd	+⅛	Q94c	—	3.5	—
365	195	Bk. Ireland £1	335	+2	t13.25	—	6.1	—
£165	£100	Do. 10pc Conv.	£149	.....	Q10%	—	f6.9	—
27	17	Bk. Leumi I£1	17	.....	Q13.3%	—	2.6	—
210	170	Bk. Leumi (UK) £1	170xd	.....	7.36	1.5	6.6	15.2
500	365	Bk. N.S.W. $A2	400	.....	Q30c	—	4.6	—
315	222	Bank Scotland £1	255	+2	†9.9	4.1	5.3	7.0
£34¾	£21⅞	Bankers N.Y. $10	£23⅞	−⅛	Q$3.00	—	7.2	—
350	228	Barclays £1	315	+3	†10.04	4.9	4.8	6.3
210	115	Brown Shipley £1	205	.....	†8.42	—	6.2	—
360	225	Cater Ryder £1	273	.....	†17.57	—	9.8	—
95	50¾	Clive Dis'nt 20p	71	.....	g4.77	—	10.2	—
238	167	Com'l. Aus. ($A1)	190	.....	tQ16c	2.6	5.2	7.4
£14⅞	£11	Com'zbk DM10	£14½	.....	Q18%	—	3.3	—
£21	£14⅛	Chtn. Hbk. Kr100	£15¾	.....	Q11%	—	5.8	—
24	6	Corinthian 10p	20	−1	20.2	—	1.5	—
£18½	£11½	Cred. France F75	£13⅞	−⅛	Q9.67%	—	4.7	—
157	55	Dawes (G. R.)	67	.....	—	—	—	—
£103½	£84½	Deutsche Bank DM50	£100½	.....	Q20%	—	2.0	—
93	25	F. C. Finance	62	.....	†1.52	7.1	3.7	17.1
3½	¾	First Nat. 10p	2½	−¼	—	—	—	—
1	¼	Do. Wrrts. 75-83	½	.....	—	—	—	—
12½	7	Fraser Ans. 10p	11¼	.....	0.03	—	0.4	—
210	128	Gerrard Natnl.	170	.....	g8.17	—	7.3	—
55	37	Gibbs (A.)	42	.....	2.00	—	7.2	—
280	155	Gillett Bros. £1	230	.....	F14.95	—	9.8	—
31	14	Goode D't Mry. 5p	27	.....	0.82	—	4.5	—
126	55	Grindlays	116	.....	†2.54	7.0	3.3	4.5
230	150	Guinness Peat	205xd	+2	†10.0	—	7.4	—
257	140	Hambros	188	.....	t9.52	—	7.7	—
116	73	Hill Samuel	89	.....	†4.32	—	7.4	—
£10¼	400	Do. Warrants	500	.....	—	—	—	—
341	223	Hong Shng. $2.50	254	.....	tQ52c	—	2.9	—
85	54½	Jessel Toynbee	70	.....	g4.03	—	8.7	—
167	102	Joseph (Leo) £1	175	.....	†8.01	—	6.9	—
52	21	Keyser Ullmann	40	.....	0.32	—	1.2	—
80	57	King & Shax. 20p	60	.....	t5.39	—	8.6	—
134	76	Kleinwort B.L.	100	.....	†3.75	—	5.7	—
300	185	Lloyds £1	260	+4	†8.26	6.3	4.8	5.0
52	25	Manson Fin. 20p	46xd	.....	†2.79	1.5	9.2	11.4
177	86	Mercury Secs.	117	.....	3.39	—	4.4	—
390	259	Midland £1	340xa	+2	t14.75	5.4	6.6	5.0
£92	£64½	Do. 7½% 83-93	£79	.....	Q7½%	22.0	f9.7	—
£99	£69¼	Do. 10¼% 93-98	£85¾	−¼	Q10¼%	22.0	e12.5	—
65	40	Minster Assets	56	−½	t3.55	2.1	9.6	8.2
•247	172	Nat. Bk. Aust. $A1	186	.....	tQ14½c	φ	4.9	φ
81	58	Nat. Com. Grp.	72	+1	2.63	5.1	5.5	5.3
309	205	Nat. West. £1	268	+6	†10.42	4.4	5.9	5.9
485	210	Schroders £1	410	.....	10.40	—	3.8	—
290	175	Seccombe M.C. £1	230	.....	12.06	—	8.0	—
100	57	Smith St. Aub.	72	.....	†4.55	—	9.6	—
430	293	Stand'd Chart £1	398	.....	†17.59	3.9	6.7	5.2
58¾	58	Trade Dev. $1.50	58¾	.....	Q55c	3.7	0.0	21.4
515	235	Union Disc £1	430xd	.....	21.09	φ	7.4	φ
56	24	U.D.T.	42	.....	—	—	—	12.1
£24¼	£15¾	Wells Fargo $5	£17¼	.....	Q$1.12	—	4.0	—
74	37	Wintrust 20p	62	.....	3.05	—	7.5	—

Hire Purchase, etc.

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
42½	15½	Cattle's (Hdgs.) 10p	34	.....	h2.03	1.7	9.1	10.0
£44¼	£28	Cie B'cre Fr.100	£30¼	.....	Q12%	—	5.0	—
—	—	Credit Data 10p	8#	.....	—	—	—	—
129	57	Lloyds & Scot. 20p	104	.....	♦3.95	1.9	5.8	14.0
51	17	Lnd. Scot. Fin. 10p	38	.....	1.7	2.3	6.8	7.9
15	11	Moorgate Mer. 10p	11	.....	—	—	—	19.9
120	59	Prov. Financial	91	.....	†4.43	2.1	7.4	10.1
47	15½	Strlg. Credit 10p	44	.....	†1.62	2.3	6.4	(8.6)
15	6½	Sturla (G.) 10p	13	.....	—	—	—	—
117	44	Wagon Finance	88	.....	t4.12	2.1	7.2	11.4

BEERS, WINES AND SPIRITS

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
96½	57½	Allied Brews	83	+1½	3.93	1.9	7.2	11.4
39	16	Amal. Dist. Pr. 10p	35xd	.....	m0.25	—	1.1	—
166	86	Bass Char'gton	140	+3	4.84	3.2	5.3	8.9
275	79	Bell Arthur 50p	204	.....	t4.78	6.1	3.6	15.0
43	26	Belhaven Brewery	41	.....	—	—	—	—
142	82	Boddingtons	140	.....	t3.91	2.7	4.2	14.9
72	46	Border Brew's	68	.....	†3.19	1.9	7.1	11.5
112	62	Brown (Matthew)	106	.....	3.92	2.2	5.6	12.1
47	30	Buckley's Brew.	44	.....	†1.64	2.7	5.7	9.7
177	97	Bulmer H.P.	138	+1	U6.6	2.8	7.5	7.5
160	76	Burtonwood	150	.....	3.10	5.1	3.2	9.2
66	39	City Lon. Def.	59	+2	2.4	1.6	6.2	15.1
152	60	Clark (Matthew)	146	.....	5.21	3.3	5.4	8.5
193	120	Distillers 50p	169	+1	6.54	3.1	5.9	8.3
21	11	Ellis (Richm'd) 5p	17½	.....	1.12	1.2	9.7	12.7
505	193	Glenlivet	535	.....	b4.02	8.0	1.2	11.3
22½	12	Gordon (L.) 10p	20	.....	—	—	—	—
54	24	Gough Bros. 20p	51	.....	2.84	1.8	8.4	10.1
106	55	Greenall Whitley	104	.....	2.62	3.8	3.8	10.5
240	152	Greene King	218	.....	†6.53	2.8	4.5	12.2
198	124	Guinness	180	+3	7.02	2.6	5.9	8.5
158	52	High'l'd Dist. 20p	153	+1	2.9	2.3	2.9	22.8
100	54	Invergordon	92	+2	†2.03	3.0	3.3	11.1
153	41	Irish Distillers	120	−1	3.55	4.2	4.0	8.1
320	115	Macallan Glen.	300	.....	4.62	2.3	2.3	21.6
410	255	Morland £1	410	+15	12.45	2.6	4.6	12.4
65	33	Sandeman	65	+8	2.34	0.6	5.5	50.6
71½	46½	Scott & New 20p	67	+1½	†3.1	2.0	7.2	10.4
107	43	Tomatin	100	+1	2.72	1.6	4.1	22.7
415	228	Vaux £1	404	+11	16.07	2.4	6.0	10.3
96½	59	Whitbread 'A'	84½	+½	†3.57	2.6	6.4	9.0
201	111	Wolv. Dudley	194	.....	5.74	3.0	4.5	11.4
150	88	Young Brew 'A' 50p	147	.....	†2.89	3.8	3.0	13.6

BUILDING INDUSTRY, TIMBER AND ROADS

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
95	46	Aberdeen Const.	92	.....	†4.18	3.6	6.9	6.1
164	74	Aberthaw Cem.	146	.....	†6.14	3.7	6.3	6.5
17	7½	Allied Plant 10p	15	.....	‡h0.7	6.1	7.3	4.6
77	37½	Armitage Shnks.	68	−1	4.26	1.2	9.8	(11.9)
294	153	A.P. Cement £1	238	+4	†8.49	2.4	5.4	11.8
130	18	BCA 20p	120	−2	♦†2.26	2.2	2.9	24.5
277	104	BPB Inds. 50p	232	.....	†6.93	4.6	4.5	7.2
36	21	Baggeridge Brk.	34	+1	2.33	φ	10.4	φ
15	7	Bailey Ben 10p	14	.....	d0.55	1.8	‡	14.3
43	23	Bainbridge 10p	43	.....	♦†1.69	3.7	6.0	6.9
52	28	Bambergers	48	.....	†2.9	3.1	9.2	5.4
128	55½	Barratt Dev. 10p	113	+3	†8.06	2.8	10.8	4.2
27½	15	Beechwood 10p	25	+1	1.83	2.0	11.1	7.1
28	10	Benfield & L. 20p	26	.....	t0.75	—	4.4	—
59	29¼	Benford M. 10p	52	.....	h1.62	4.4	4.7	7.3
69	27	Bett Bros. 20p	66xd	−2	d1.7	φ	3.9	φ
77	38	Blockleys 20p	68	.....	†3.46	3.1	7.7	6.5
71	38	Blundell Perm.	61xd	.....	2.89	φ	7.2	φ
87	39	Breedon Lime	83	.....	h4.45	1.9	8.1	9.9
29	16	Brit. Dredging	21	−1	‡0.3	—	‡	—
51	24	Brown Jksn. 20p	26	+1	‡2.23	5.3	‡	—
61½	37½	Brownlee	50½	.....	♦2.03	2.8	6.1	8.6
48	13	Bryant Hldgs.	45	+1	2.26	2.1	6.9	9.5
183	63	Burnett & H.	168	.....	†d2.6	9.9	2.3	6.5
190	130	Burt Boulton £1	190	.....	d10.15	3.5	8.1	5.4
26	17	C. Robey 'A' 10p	24	.....	1.52	2.3	9.6	6.8
39	16	Cal'nder (GM) 10p	23	.....	†1.22	2.7	8.0	7.1
48	16½	Carr (John)	44	.....	hd0.91	7.1	3.2	6.8
64	40	Carron	58	+1	3.63	1.7	9.5	7.8
128	54	Cement Roadstone	121	+1	Q6.25	2.0	5.2	14.9
38	13	Comben Gp. 10p	28	.....	†1.47	2.2	8.0	(6.9)
334	132	Costain R.	259	+5	t3.46	9.5	2.0	7.8
41	9	Countryside 5p	34xd	−1	d1.19	1.9	5.3	(11.1)
70	43	Crossley Bldg.	70	+2	4.19	0.9	9.1	(20.8)
99	22	Crouch (D.) 20p	80	.....	†3.58	2.7	6.8	8.3
73	23	Crouch Group	67	.....	†d2.74	2.5	6.3	9.5
169	64	Dew (G.)	167	.....	♦d5.08	3.7	4.6	9.0
105	35	Douglas Robt. M.	96	−1	dh3.11	5.5	4.9	5.7
250	103	D'wning G.H. 50p	220	+4	10.38	3.4	7.1	5.3
60	25	Econa 10p	67	.....	t5.96	5.4	9.0	4.2
97	64	Ellis & Everard	81	.....	5.03	1.1	9.8	14.1
79	50	Erith	79	+2	4.87	1.7	9.3	9.6
26	7	F.P.A. Constr'n	23	.....	1.14	1.9	7.5	10.5
78	37	Fairclough Cons.	67	.....	†h2.28	3.7	5.2	8.0

BUILDING INDUSTRY—Cont.

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
23	9½	Feb. Intl. 10p	21½	.....	†d1.59	1.7	11.2	8.3
23	11	Do. 'A' 10p	20½	.....	†d1.59	1.7	11.8	7.9
40	13	Fed. Land & Bld.	35	.....	†2.03	1.7	8.8	10.0
32	12	Finlan (John) 10p	25	.....	—	—	—	—
15	4	Francis Pkr. 10p	12½	.....	—	—	—	—
47	28	Francis (G.R.) 10p	46	.....	d3.54	1.6	11.6	8.1
36	13	French Kier	28	−1	‡1.5	2.7	8.1	6.9
66½	31	Galliford Br. 5p	60	.....	3.07	3.0	7.6	6.5
28	14½	Gibbs D'dy A 10p	26	.....	1.65	2.2	10.2	6.9
54	19	Gleeson (M.J.) 10p	46	.....	1.84	3.5	6.1	7.1
57	34	Glossop W. & J.	54	−1	†3.49	2.4	9.8	6.4
84	37	G'gh Cooper 20p	75xd	+1	5.28	φ	10.7	φ
44½	26½	H.A.T. Grp. 10p	35½	.....	t1.95	3.1	8.3	4.7
66	17	Harrison J. 10p	59	+1	♦†2.54	4.8	6.5	4.8
30	20	Helical Bar	26	−1	2.03	1.2	11.8	11.2
66	47	Hend'sn. 'A' 10p	65	.....	†3.96	3.3	9.2	5.0
142	88	Henderson (J. W.)	140	.....	7.54	2.3	8.2	8.1
60	18	Hewden St. 10p	52	+1	g1.29	4.0	3.8	9.7
£230	£80	Do. 7pc Conv.	£220	.....	Q7%	30.5	f3.2	—
70	26	Heyw'd Wm. 50p	66	.....	—	—	—	—
96	35	Higgs & Hill	80	.....	†3.12	6.3	5.9	4.1
70	27	Hoveringham	70	.....	†1.89	3.3	4.1	11.1
64	20	Do. Res. Vtg.	58	.....	†1.89	3.3	4.9	9.2
33	19	Howard Shut 10p	23xd	.....	†1.56	3.8	10.3	3.9
117	75	I.D.C. 20p	116	.....	8.98	φ	12.5	φ
164	73	Ibstock Johnsen	142	.....	†5.58	3.5	6.0	7.3
139	66	Int. Timber	123	−1	†6.29	2.8	8.0	6.7
69	27	J.B. Holdings 5p	58½	.....	m0.97	11.7	2.5	5.1
45	24	J.C.E.G.	25	.....	1.51	1.9	9.2	8.7
197	96	Jarvis (J.)	182	−2	8.60	3.2	7.2	6.5
114	70	Jennings SA0.50	103	.....	‡Q20c	—	‡	—
352	144	Jnsc.-Rchds. 50p	319	+1	6.52	6.1	3.1	8.0
17	8	Jones Edwd. 10p	12	.....	0.92	1.8	11.7	7.3
45	21	Kent (M.P.) 10p	36	.....	2.06	1.6	8.7	9.7
£30½	£18⅝	Lafarge S.A. F100	£18⅝	.....	Q15.7%	3.5	11.7	2.4
105	26	Lafarge Org.	94#	.....	♦2.03	4.5	3.3	9.4
171	69	Laing John "A"	144	+1	†2.86	4.6	3.0	10.9
135	84	Latham (J.) £1	123	.....	†h6.72	2.6	8.3	7.1
108	53	Lawrence (W.)	99	.....	6.5	2.1	10.0	7.4
86	42	Leech (Wm.) 20p	78	.....	5.08	φ	9.9	φ
69	28	Leyland Paint	60	.....	g3.7	3.2	9.4	5.7
89	34	Lilley F.J.C.	75	.....	u2.5	4.1	5.0	7.2
38	15	Liner C. M'ch 10p	31	+½	♦1.31	2.4	6.4	9.7
56	40	London Brick	65	+1	†2.93	3.0	6.8	7.4
90	43	Lovell (Y. J.)	82xd	−1	3.89	φ	7.2	φ
55	32	McNeill Group	48	.....	‡2.89	—	‡	—
216	110	Magnet & Sthns.	187xd	−2	†8.12	2.5	6.6	9.5
55½	28½	Mallinson-Denny	47½	+½	†2.54	3.3	8.1	5.7
93	36	Manders (Hldg.)	93	+1	†2.31	3.3	3.8	12.3
294	113	Marchwiel	235	+5	†3.1	13.6	2.0	4.7
98	44	Marley	84	+3	d2.49	φ	4.5	φ
101	74	Marshalls (Hfx.)	96	.....	td5.24	2.6	8.4	6.5
86	47	May & Hassell	76	+1	†2.78	4.0	5.6	5.1
31	18	Mears Bros.	18xd	.....	1.78	φ	15.0	φ
56	34	Melville D. & W.	42	.....	2.48	2.8	8.9	6.1
94	44	Meyer (Mont. L.)	80	.....	†4.18	3.5	7.9	4.7
100	25	Milbury	98	−2	†2.35	5.0	3.6	8.5
13	9	Miller (Stan) 10p	11	.....	td1.17	1.2	‡	7.8
68	45	Mixconcrete	56	−1	†2.9	1.6	7.9	11.7
39	20	Mod. Engineers	39	.....	tdh2.4	2.6	9.3	6.3
96	23¼	Monk (A.)	82	+1	†h3.19	3.6	5.9	7.1
143	44	Mowlem (J.)	125	+4	t6.5	5.4	7.9	7.0
186	45	Newarthill £1	144	.....	d4.47	9.1	4.7	4.1
102	52	Norwest Holst	88	.....	†4.12	4.5	7.1	4.7
•230	105½	Nott. Brick 50p	220	.....	11.55	3.4	8.0	4.4
58	21½	Orme Devs. 10p	54	+1	2.62	1.4	7.3	(12.6)
113	62	Parker Timber	110	.....	5.44	4.0	7.5	5.1
198	64	Phoenix Timber	154	.....	†3.88	13.2	3.8	2.1
92	42	Pochins	87	.....	d4.61	5.1	8.1	3.7
36	11	Rawlings Bros.	18#	.....	0.63	0.3	5.3	—
143	71	R.M.C.	118	.....	g5.77	2.8	7.4	7.8
161	86	Redland	135	+4	†3.81	3.4	4.3	9.3
84	37	R'ch'ds. Wall 10p	83	+5	†d4.1	1.7	7.5	(9.6)
100	51	Roberts Adlard	97	+1	†3.95	3.3	6.2	7.4
100	40	Rowlinson 10p♦	95	−5	†d2.23	8.9	3.6	4.8
35½	14	Royco Group	29	+½	‡1.01	—	‡	—
41	17	Ruberoid	32	.....	2.07	1.6	9.8	10.0
91	46	Rugby P. Cement	78	.....	†3.17	2.5	6.1	9.3
155	54½	SGB Group	143	.....	5.25	φ	5.7	φ
37½	27	Sabah Timber 10p	33½	−1	1.48	6.5	6.7	3.4
50	23	Sharpe & Fisher	41	−1	2.15	2.4	8.0	8.0
48	21½	Smart (J.) 10p	41	.....	dh1.61	4.6	6.7	4.9
11½	6	Southern Con. 5p	7	.....	‡0.86	0.9	‡	9.3
42½	27¼	Streeters 10p	32	−1	†h1.53	4.8	7.3	4.3
220	127	Tarmac 50p	142	+2	8.91	2.2	9.5	7.2
504	244	Taylor Woodrow	384	+4	†6.9	6.1	2.7	9.3
254	176	Tilbury C'tg. £1	246	.....	18.19	2.2	11.2	6.1
148	76	Travis & Arnold	140	+1	†3.46	7.2	3.8	5.6
287	139	Tunnel B 50p	256	+2	†9.9	2.8	5.9	9.1
79	34	UBM Group	70½	+½	4.26	1.1	9.2	(14.8)
29	19	Vectis Stone 10p	25	.....	1.48	2.5	9.0	6.7
164	84	Vibroplant	164	+2	†d9.51	1.8	9.1	9.3
39	15	Ward Hldgs. 10p	36	.....	d2.64	φ	11.1	φ
40	17	Warrington	40	.....	‡1	0.5	12.0	23.0
•177	102	Watts Blake	157	.....	♦4.0	3.7	3.9	10.5
43	21	Westbrick Prods.	31	+1	‡2.96	1.1	‡	(9.1)
58	40	Wettern Bros.	57	.....	‡5.29	0.8	‡	—
52	26¼	Whatlings 25p	43xd	.....	2.57	φ	9.0	φ
32	9	Whit'gh'm 12½p	28	.....	0.43	10.9	2.3	6.1
25	11	Wiggins Con. 10p	23	−1	1.55	2.0	10.1	7.0
122	37	Wilson (Connolly)	111	.....	†2.26	9.7	3.0	5.2
91	37	Wimpey (Geo.)	73	+1	0.62	12.3	1.3	9.7

CHEMICALS, PLASTICS

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
£12⅞	600	AKZO	650	−12	—	—	—	—
131	78	Albright Wilson	93	.....	†4.19	3.3	6.8	6.0
300	205	Alginate Inds.	290	.....	†d12.69	2.1	6.6	11.1
112	52	Alida Pack 10p	92	−1	†5.75	2.3	9.6	5.4
100½	45¼	All'd Colloid 10p	66xd	+1	†dh1.54	4.4	3.5	9.8
96	41	Anchor Chem.	66	−2	†d3.75	2.0	8.6	7.9
47¼	15¼	Ball (W.W.)	47	.....	♦t1.84	4.7	5.9	6.1
£54½	£40½	Bayer AG. DM50	£44¼	.....	‡Q17%	1.4	3.4	19.8
246	122	Blagden Noakes	224	−2	t12.0	4.4	8.1	8.5
205	91	Brent Chems 10p	184	+1	†2.36	5.8	2.0	13.5
29	19	Brit. Benzol 10p	20	+1	‡1.2	5.6	‡	3.0
61	29	Brit. Tar Prd. 10p	49	−1	1.64	2.9	5.1	10.4
17¾	9	Burrell 5p	13	−¼	t0.92	3.1	10.8	6.8
51	30	Carless Capel 10p	35	+1	†0.83	4.2	3.6	10.1
49	38	Catalin	49	.....	†2.72	2.4	8.4	7.6
£94	£79	CibaG'gy 7¾% Ln.	£92½	−½	Q7¼	φ	f7.9	—
£104½	£29	Do. 8% Cnv. 81-94	£97½	+½	Q8%	φ	f8.4	—
£105	£89	Do. 8¼% Cnv. 82-95	£97½	.....	Q8¼%	φ	f8.7	—
78	43¾	Coalite Chem.	66	.....	♦2.78	3.5	6.4	6.8
80	49	Coates Bros.	69	−2	†2.11	4.7	4.6	7.0
77	45	Do. 'A' NV	69	−1	†2.11	4.7	4.6	7.0
20½	12	Cory (Horace) 5p	20	.....	0.60	5.7	4.6	9.6
72	43	Croda Int. 10p	53½	.....	†1.98	3.7	5.6	7.3
25½	8¾	Crystalate 5p	22	.....	♦0.66	6.2	5.6	5.4
60	43	Enalon Plastics	50	.....	4.51	φ	13.7	φ
48	33	Farm Feed	38	.....	‡3.62	1.1	‡	10.0
80	44	Federated Ch.	72	−1	♦†3.34	3.3	7.0	6.5
397	280	Fisons £1	365	+5	†11.69	2.8	4.9	8.5
17½	6½	Halstead (J.) 10p	15½	−¼	0.32	3.7	3.2	(9.7)
608	295	Hksn. Welch 50p	520	+10	10.38	8.7	3.0	4.6
553	376	Hoechst DM5	411	.....	Q16%	1.6	5.2	11.7
£144	£111	Do. Fin. 10% Uns. Ln.	£117	.....	Q10%	—	f8.7	—
446	325	Imp. Chem. £1	345	+3	†15.01	3.1	6.6	7.0
51	39½	Do. 5% Pf. £1	48½	.....	3.5	924.3	10.9	—
73	42½	Int. Paint	66	.....	†h2.06	4.5	4.7	5.6
130	84	Laporte Inds. 50p	97	+3	♦6.76	2.8	10.6	4.8
£44¾	£22½	Norsk H. Kr.80	£23¾	+¼	Q12%	1.5	4.1	♣
85	42	Plysu 10p	79	.....	†d1.26	6.2	2.4	10.3
155	73	Ransom Wm. 10p	155	.....	2.79	6.9	2.7	8.0
62	34	Rentokil 10p	51	.....	†h1.43	2.3	4.3	14.0
92	64	Revertex	83	+1	4.93	2.9	9.0	5.8
200	150	Scot. Ag. Ind. £1	198	.....	†11.7	1.5	8.5	12.0
151	74	Stewart Plastics	122	.....	d2.81	5.5	3.5	7.9
21	12½	Wardle (Ber.) 10p	15½	.....	†1.16	1.7	9.5	9.5
36¼	14	Willows Fin. 20p	35¼xc	.....	h0.84	5.1	3.6	8.2
176	105	Wolstenholme	168	.....	‡7.89	3.8	7.1	6.2
148	84	Yorks Chems.	84	−1	†4.33	3.4	7.8	5.8

CINEMAS, THEATRES AND TV

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
90	47½	Anglia TV "A"	82	.....	4.18	φ	8.0	φ
•119	69¼	Ass. Tele. "A"	104xd	+4	b6.55	b2.3	9.5	7.1
36	18	Grampian 'A' 10p	33	.....	†2.0	2.3	9.2	7.2
65	33	Green Group 10p	65xd	.....	Q4.23	2.5	6.5	9.3
23	10½	H'w'rd Wy'd 20p	21	.....	—	—	—	8.0
117	47	HTV N/V	110	+1	s6.6	2.1	9.1	8.0
126	80	LWT "A"	118	−2	6.19	2.5	8.2	7.2
76½	55	Redif. TV Pref. £1	73	.....	6.04	19.6	12.5	—
63	23½	Scott. TV "A" 10p	61½	+½	†2.14	5.5	5.3	5.5
59	31	Trid't TV "A" 10p	54½	+2	2.83	2.8	8.2	6.5
62	35	Ulster TV "A"	52½	.....	3.93	φ	11.3	φ
31	15	Westward TV 10p	25½	+½	1.65	1.7	10.3	8.6

DRAPERY AND STORES

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
200	76½	Allied Retail 10p	195	−1	d†7.92	2.9	6.2	8.5
41	21	Amber Day 10p	35	.....	†d1.95	3.0	8.5	4.7
40	20	Aquascutum 5p	36	.....	1.38	3.7	5.8	6.9
40	18	Do. 'A' 5p	35½	.....	1.38	3.7	5.9	6.8
43	27	Audiotronic 10p	39	.....	‡3.3	1.2	‡	7.4
31	15½	Baker's Strs. 10p	28	.....	d0.85	6.7	4.6	5.0
93	44	Beattie (J.) 'A'	89	.....	h2.10	4.2	3.6	10.0
31	18	Bentalls 10p	30	+1	1.08	2.2	5.4	12.7
40	15	Blkmn & Con. 20p	17	.....	1.04	0.4	9.3	37.3
13	7½	Boardman K.O. 5p	12	.....	0.98	3.1	12.4	2.9
15	8	Bolton Text. 5p	11½	.....	0.62	0.8	8.2	22.5
53	38	Bremner	50	.....	†3.86	1.3	11.9	9.9
243	138	Brit. Home Strs.	196	+5	†5.71	2.1	4.4	16.5
36	20	Brown (N.) 20p	34	.....	d2.55	1.5	12.4	9.2
142	50	Burton Grp. 50p	124	+2	1.5	—	1.8	—
130	37	Do. 'A' NV 50p	117	+2	1.5	—	2.0	—
32	17	Cantors 'A' 20p	29	.....	†2.04	1.5	11.0	(7.6)
45	28	Casket (S.) 10p	45	.....	1.96	4.3	6.6	5.4
196	57	Church	193	.....	†3.07	7.7	2.4	8.1
101	50	Comb. Eng. 12½p	82	+1	†2.94	4.2	5.4	6.7
93	30½	Cope Sports 10p	85	+2	d‡0.48	7.8	0.9	28.4
13	6½	Cornell Dress 5p	10	.....	‡0.3	1.5	‡	—
110	71	Courts 'A'	90	.....	†3.18	4.3	5.4	5.7
241	78½	Currys	194	+1	4.12	4.8	3.2	9.9
23	7½	Customagic 10p	21	.....	0.46	—	3.3	—
120	66½	Debenhams	99	+2	F5.22	2.4	8.0	(6.6)
60	26¼	Dewhirst 10p	57	.....	♦d1.74	3.7	4.6	8.9
177	61	Dixons Photo 10p	155xd	+6	†2.18	6.7	2.1	7.4
26½	14	Dolana (Geo.) 10p	25	.....	♦1.75	1.4	10.6	11.5
19½	14½	Ellis & Gold 5p	18	.....	†1.73	0.9	14.6	11.0
•202	83	Empire Stores	165	.....	♦4.82	2.6	4.4	13.1
17	6	Executex 20p	17	.....	—	—	—	18.0
20	12	Fairdale Text. 5p	16	.....	1.06	2.9	10.0	5.2
16	8	Do. 'A' 5p	15	.....	1.06	2.9	10.7	4.9
48	19¾	Fine Art Devs. 5p	41	−½	♦1.81	2.4	6.7	9.5
34	21	Ford (M'tin) 10p	32	.....	†2.28	1.1	10.8	13.4
137	45	Forminster 10p	127	.....	†d3.78	6.2	4.5	5.5
86	39	Foster Bros.	84	+1	2.59	3.0	4.7	10.9
322	126	Freemans (Lon.)	274	.....	†5.4	4.3	3.0	11.8
35	24½	Gelfer (A.J.) 20p	35	.....	†2.57	1.9	11.5	7.0
71	40	Goldberg A.	65	.....	†3.8	1.4	8.9	12.6
11	7	Goodman Br. 5p	11	.....	h0.75	3.1	10.3	4.7
159	75	Grattan Ware	126	+2	†5.3	2.5	6.4	9.3
348	133	Gt. Universal	288	+2	†7.43	3.1	3.9	12.5
347	176	Do. 'A' Ord.	278	+4	†7.43	3.1	4.1	12.1
46½	18	Gre. Milletts 10p	40½	+1	t1.75	3.2	6.5	11.9
52	24	Hardy (Furn.)	29	−1	0.2	—	1.1	—
44	23	Do. 'A' NV	27½	.....	0.2	—	1.1	—
19	7½	Helene Lon. 10p	16½	.....	0.62	5.9	5.7	4.6
170	106	Do. 12pc Cnv. Prf.	160	.....	12%	11.7	11.4	—
87	37	Henderson R. 20p	66	+2	d2.21	5.4	5.2	4.1
26	15	Henriques A 10p	23	.....	d1.83	2.0	12.1	6.2
66	30	Hepworth (J.) 10p	59	.....	2.3	2.7	5.9	9.4
122	60	Home Charm 10p	119	.....	†d4.29	3.3	4.2	11.1
158	69	House of Fraser	135	+3	†4.34	2.6	4.9	12.3

DRAPERY AND STORES—Cont.

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
66	43	House of Lerose	59	.....	td3.92	2.5	10.1	5.7
16	5	Knott Mill 10p	15	−1	—	—	—	25.9
46	29	Ladies Pride 20p	45	.....	†h2.1	3.4	7.1	6.3
137	29¼	Lee Cooper	102	.....	†h1.65	9.8	2.4	2.9
£20	450	Liberty	£20	.....	†29.75	8.7	2.3	7.7
£20	425	Do. Non V. Ord.	£20	.....	†29.75	8.7	2.3	7.7
60	30	Lincroft K. 10p	55	−1	3.49	φ	10.0	φ
126	31	MFI W'house 10p	109	+1	3.96	2.0	5.5	13.8
17	5	Maple 20p	16	.....	—	—	—	—
173	96	Marks & Spencer	139	−2	3.86	2.1	4.2	16.7
244	98½	Martin News	232	.....	6.6	4.8	4.3	5.5
305	102	Menzies (J.)	293	.....	†4.26	5.6	2.2	12.3
11	6	Michael (J.) 10p	10	.....	—	—	—	—
85	70	Mid. Educat. 50p	85	.....	†4.24	2.5	7.6	8.0
54	35	Morris Blakey	50	+2	4.17	1.0	12.6	11.7
220	101½	Mothercare 10p	168	+2	†h2.66	3.6	2.4	17.6
117	48	NSS News 10p	104	.....	2.12	5.1	3.1	9.4
86	44	Owen Owen	79	+1	†2.6	3.9	5.0	7.9
28½	16	Paradise (B.) 10p	20	.....	‡1.07	—	‡	—
36	11	Pawson (W.L.)	34	.....	—	—	—	—
43	18	Peters Stores 10p	40	.....	d1.00	1.3	3.8	30.8
8	3	Polly Peck 10p	7	.....	—	—	—	φ
84	30½	Preedy (Alfred)	81	.....	t2.85	5.2	5.3	11.7
12½	5½	Ramar Text. 5p	12	.....	0.63	5.3	8.0	(2.5)
112	17½	Ratners 10p	109xd	−1	†h0.58	12.6	0.8	11.1
71	36	Raybeck 10p	67	.....	†3.03	2.1	6.8	10.4
37	23	Readicut 5p	32	.....	†1.44	3.2	6.8	7.0
98	32	Reed Austin 'A'	75	+1	†2.6	3.7	5.2	7.8
27	14½	R'frn. (F&S) 10p	14½	.....	1.19	0.8	12.4	20.7
13½	4	Rosgill 5p	11½	−½	—	—	—	—
20	8½	S&U Stores 12½p	17	.....	—	—	—	—
22	3½	Do. 25% Pf. 12½p	17½	.....	—	—	—	—
273	111	Samuel (H.) 'A'	266	.....	†7.61	2.9	4.3	12.2
28	10¾	Selincourt 5p	24½	.....	b1.22	4.3	7.6	4.9
11	5	Sherman (S.) 10p	10	.....	—	—	—	—
168	67	Smith W. H. 'A' 50p	146	+7	h1.98	4.4	2.1	17.1
140	65	Stanley A.G. 5p	118	.....	td5.3	1.6	7.0	13.5
137	38	Status Disct. 10p	123xc	+1	4.06	φ	5.0	φ
16	9	Steinberg 10p	15	.....	d0.87	1.1	9.1	14.8
28	12	Sumrie 20p	27	.....	1.27	1.2	7.1	17.6
128	39	Time Prods. 10p	111	.....	†1.52	8.7	2.1	8.4
99	53	UDS Group	87	+1	4.87	1.3	8.5	12.5
30	17	Upton (E.) 'A'	30	+2	2.28	0.1	11.5	—
132	77	Vantona 20p	129	+1	♦4.68	4.2	5.5	6.7
70	27	Vernon Fash. 10p	65	+1	†2.79	2.9	6.5	8.0
40	27	Wades "A" 20p	32	.....	2.01	3.5	9.5	4.6
103	22	Walker (Jas.)	91	−1	d2.15	4.6	3.6	7.1
102	31	Do. N.V.	87	−2	d2.15	4.6	3.7	6.8
60	33	Wallis 10p	50	.....	2.51	4.4	7.6	4.5
91	46¼	Waring & Gillow	81	.....	h3.25	3.0	6.4	7.8
23	17	Wearwell 5p	20	−½	—	—	—	19.6
28	15	Wharf Mill 10p♦	22	.....	1.44	1.5	9.9	10.2
71	44	Wilkinson Warbtn.	67	.....	4.57	2.2	10.3	6.6
69	48½	Woolworth	65½	−1	4.01	1.2	9.3	13.7

ELECTRICAL AND RADIO

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
142	56	A.B. Electronic	99	.....	5.07	2.9	7.8	6.8
67	42	Allied Insulators	63	.....	3.55	2.4	8.5	7.6
40	22	Audio Fidelity 10p	31	−3	d2.1	φ	10.3	φ
56	5½	Auto'ted Sec. 10p	52xd	+2	t1.32	4.0	3.8	14.4
137	85	BICC 50p	105	+1	†6.71	1.8	9.7	(12.7)
151	86	BSR 10p	95	+3	F4.69	4.8	7.5	4.2
54	34	Best & May 10p	51xd	.....	†2.74	2.4	8.1	7.9
66	35	Bowthorpe 10p	56	.....	†1.48	4.2	4.0	8.2
87	41	Brocks 10p	70	.....	‡3.36	1.9	7.3	12.4
24	14	Bulgin 'A' 5p	22½	.....	†1.21	1.7	8.1	10.6
162	64	Campbell Ishwd.	135	.....	2.68	9.9	3.1	5.0
129	91	Chloride Grp.	96	+2	†4.67	2.1	7.4	(7.9)
115	29	Comet R. Serv. 5p	102	.....	bd2.1	4.6	3.1	10.8
24	13	Craig El'tronic 10p	21xd	+1	†1.33	2.3	9.6	6.1
44	15	Crellon 10p	28	.....	‡1.51	3.0	‡	(4.6)
39	17	Crossland 5p	37½xc	.....	♦†1.25	2.6	5.0	11.6
162	62½	Dale Elect. 10p	136	−1	g2.72	4.1	3.0	13.7
585	233	Decca	460	+5	10.7	3.3	3.5	13.2
560	223	Do. 'A'	450	+10	10.7	3.3	3.6	12.9
18	8½	Derritron 10p	19	.....	†0.66	b3.8	5.6	7.2
15½	8	Dewhurst 'A' 10p	15½xd	+5	0.83	φ	8.1	φ
24	15½	Dowding & M. 5p	23	.....	1.08	2.0	7.1	10.6
50	27	Dreamland 10p	37	.....	†2.3	1.1	9.5	10.4
18½	9½	Dubilier 5p	15½	.....	0.99	1.7	9.1	9.8
254	170	EMI 50p	177	.....	9.24	2.9	7.9	6.6
£136	£101½	Do. 8½% Conv. '81	£103	+1	Q8½%	27.3	f8.3	—
365	88	Elect'comps. 10p	326	+3	†4.56	6.5	2.1	10.9
24½	14	Electronic Mach.	20	.....	—	—	—	—
124	45	Elec. Rentals 10p	121	.....	♦t5.0	4.1	6.3	8.7
14¼	4¼	Energy Servs. 10p	12¼	−¼	0.1	11.6	1.3	8.2
210	118	Ever Ready	154	+1	†5.89	5.0	3.8	8.0
242	77½	Farnell Elec. 20p	193	−4	♦6.5	3.4	5.1	8.7
90	50	Fidelity Rad. 10p	73	.....	†4.71	2.1	9.8	7.4
110	86	Forward Tech. 50p	107	+1	b6.7	1.1	9.6	14.3
284	163	G.E.C.	257xd	+5	†3.64	7.2	2.2	9.8
26½	10½	Highland El. 20p	23	.....	d1.07	1.6	7.1	11.8
90	47	Jones Stroud	65	+1	4.24	3.2	7.7	6.1
106	52	Kode Int.	86	.....	♦4.7	2.6	8.3	6.4
136	44	Laurence Scott	111	.....	♦5.0	3.0	7.0	7.3
90	55	Lec Refrig.	75	−3	†d2.35	5.8	4.8	5.6
215	85	M.K. Electric	171	.....	b5.80	3.8	5.1	7.7
198	130	Muirhead	179	+1	t5.0	3.7	4.2	13.0
75	32¾	Newman Inds.	70	−1	5.0	b3.9	10.8	(6.0)
180	90	Newmark Louis	170xd	.....	†6.02	5.1	4.9	5.5
45	27	Normand El. 20p	43	.....	†2.59	1.6	9.1	10.1
£88	£61	Perkin-Elmer 4pc	£74	.....	Q4%	14.4	f5.6	—
202	137	Petbow Hldg. 10p	186	.....	gd8.6	2.6	7.0	9.1
£64	£51	Philips Fin. 5¾%	£58	.....	Q5¾%	—	f10.1	—
£10¾	710	Philips Lp. Fl.10	780	.....	16%	1.9	5.1	10.4
112	47	Pifco Hldgs. 20p	106	−2	2.7	4.9	3.9	8.0
109	46	Do. 'A' 20p	102	−2	2.7	4.9	4.0	7.7
117	62	Plessey 50p	92	+2	†4.91	2.0	8.3	7.9
77	36	Pressac 10p	70	.....	2.7	2.4	5.8	11.0
114	38	Pye Hldgs.	103	+2	†2.94	3.9	4.3	9.1
270	118	Racal Electrcs.	208	+6	♦3.88	5.0	2.8	10.2
93	65	Rediffusion	89	+1	4.35	1.8	7.4	11.3
54	28	Rotaflex G.B. 10p	53	+1	P1.6	5.1	4.6	10.1
295	150	Scholes (G.H.)	275	.....	16.65	1.3	9.1	13.0
560	456	Sony Co. Y50	529	+12	tQ40%	11.0	0.8	22.0
49	7½	Sound Diffsn. 5p	43	+1	1.09	5.1	3.8	5.4
43	18	Telefusion 5p	38	+1	1.17	3.6	4.7	(6.5)
42	17	Do. 'A' N.V. 5p	36½	+½	1.17	3.6	4.9	(6.3)
142	81	Tele. Rentals	125	−3	†5.3	2.3	6.4	10.5
438	196	Thorn Elect.	352xd	+5	†h6.37	5.7	2.7	9.6
59	22	Th'rpe F.W. 10p♦	56	.....	1.47	5.3	4.0	7.1
101	55	Unitech 10p	93	+4	†3.62	2.0	6.0	12.5
293	92	Utd. Scientific	277	.....	G6.0	b7.4	3.3	20.4
118	56	Ward & Gold	92	−3	†h4.07	3.6	6.7	6.2
27	9	Wellco Hlds. 5p	24½	−½	0.5	8.1	3.1	5.0
56½	29	Westinghouse	47xd	+½	2.13	φ	6.9	φ
19	10	Whitworth El. 5p	16	+1	0.66	3.7	6.3	6.7
136	56	Wh'lesale Ftg. 20p	132	+2	†4.79	2.9	5.6	9.4
272	94	Wigfall (H.)	268	+2	♦4.84	2.8	2.7	(14.5)

ENGINEERING MACHINE TOOLS [illegible]

ENGINEERING—Continued

1977-78 High	Low	Stock	Price	+ or −	Div Net	Cvr	Y'ld Gr's	P/E
92	51	Garton Eng. 10p	85	+2	t5.7	2.4	10.2	6.9
25¼	13¼	Gen. Eng. Rad. 10p	19½	.....	h0.97	3.1	7.5	4.8
121	74	Glynwed	102	+1	7.53	1.3	11.2	10.3
34	10½	Gorda. Johnsn. S.	18	.....	♦1.52	2.3	12.8	5.2
58½	26	Grah'm Wood 20p	58½	.....	♦1.96	2.4	5.1	(9.6)
£14½	450	Granges K100	780	.....	[illegible]	[illegible]	[illegible]	[illegible]
60	28	Greenbank 10p	52	.....	hd1.52	2.8	4.4	12.4
92	65	Green's Econ.	77	.....	4.30	2.9	8.5	6.1
369	260	G.K.N. £1	277	+7	‡15.56	2.4	8.5	6.4

[illegible]

FOOD, GROCERIES, ETC. [illegible]

HOTELS AND CATERERS [illegible]

HOTELS—Continued [illegible]

INDUSTRIALS (Miscel.) [illegible]

INDUSTRIALS—Continued

INSURANCE

INSURANCE—Continued

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
542	370	Sun Alliance £1	529	+7	†18.32	—	5.2	—
116	63	Sun Life 5p	97	.....	3.31	—	4.9	—
795	591	Taisho Mar. EDR	710	.....	Q10%	—	0.7	—
170	115	Trade Indemnity	165	.....	17.64	—	7.0	—
£31¼	£17⅝	Travelers $2.50	£18xd	−¼	Q$1.28	—	4.0	—
310	194	Willis Faber	263	+5	17.61	2.6	4.4	13.5

MOTORS, AIRCRAFT TRADES

Motors and Cycles

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
28	17	Brit. Leyland 50p	26		—	—	—	—
365	185	Gen. Mtr. Units	195	−5	18	1.7	8.0	7.3
57	16	Lotus Car 10p	39	+2	—	—	—	—
7½	4	Reliant Mtr. 5p	5½		—	—	—	7.9
79	54	Rolls-Royce Mtrs.	65	+1½	†3.9	2.3	9.1	6.7
£19½	762	Volvo Kr50	£10	−½	Q12%	0.6	7.4	22.8

Commercial Vehicles

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
101	24	Crane Fruch. 10p	99	.....	‡†2.18	1.9	3.3	23.9
164	34	E.R.F. (Hldgs.)	162	+1	†3.3	6.4	3.1	5.4
63	19	Fodens (50p)	57	.....	$3.25	5.7	8.6	(2.3)
15	7	Peak Investts. 10p	10½	+½	0.5	2.9	7.3	7.3
130	83	Plaxtons	120	.....	d7.62	3.3	9.6	4.7
75	31	York Trailer 10p	63	+1	†2.11	4.5	5.2	7.3

Components

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
60	32	Abbey Panels	48xd	.....	d2.64	ϕ	8.3	ϕ
78	35½	Airflow Stream.	75	.....	†4.47	3.5	9.0	4.8
73½	38	Armstrong Eq. 10p	58	−1	2.04	3.0	5.3	9.6
141	82	Assoc. Eng'g.	119½	+1½	4.69	3.8	5.9	6.5
112½	47½	Automotive	91	+2	1.86	8.8	3.1	5.8
67	33	Bluemel Bros.	67	+2	3.67	2.6	8.3	6.3
24	12	Brown Bros. 10p	21¾	+¼	t1.06	1.8	7.4	12.5
£15¾	£11¼	Dana Corp.	£15⅛	−⅛	Q$1.24c	3.7	4.5	7.8
175	93	Dowty 50p	164	+8	†4.21	3.7	3.9	10.4
*124	78	Dunlop 50p	84	.....	$5.3	3.6	9.6	4.4
123	34	Flight Refuelling	96	.....	2.59	4.0	4.1	9.3
12	6½	Hrmr. Smith 10p	10	−½	0.25	1.0	3.8	45.4
53½	16½	Kwik-Fit Hldgs. 10p	52½	+1½	†0.71	3.5	2.0	16.9
338	203	Lucas Inds. £1	255	+1	8.22	4.7	4.9	6.6
38	14½	Supra Group 10p	35	.....	h0.77	b3.8	3.4	12.0
129	54	Turner Mfg.	118xd	+3	3.99	5.2	5.1	4.5
89½	51	Wilmot Breeden	61	+2½	†2.8	4.9	7.0	4.5
126½	48	Woodhead (J.)	95	+1	†h3.41	5.3	5.4	5.1
115	58	Zenith 'A' 50p	112	+1	4.0	2.7	5.4	10.5

Garages and Distributors

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
95	41	Adams Gibbon	85	+5	4.01	4.1	7.2	5.2
18½	4½	Alexanders 5p	17	.....	—	ϕ	—	ϕ
96	47	Appleyard Grp.	84	+6	4.47	2.6	8.1	7.4
124	66	Arlington Motor	137	.....	†7.75	2.4	10.0	7.1
43	17¼	BSG Int. 10p	38	+1	†2.1	2.9	8.4	5.4
44½	16¾	Braid Group 5p	42xd	+½	1.39	ϕ	5.0	ϕ
44½	29	Brit. Car Auc. 10p	41	+1	1.98	1.9	7.4	10.7
26	14	C.G.S.B. 10p	23	−1	1.42	1.7	9.8	9.2
111	70	Caffyns 50p	100	+3	5.64	2.1	8.8	8.2
45	24	Cowie (T.) 5p	36xd	.....	d1.70	ϕ	7.2	ϕ
87½	28	Davis Godfrey	81	+2	†3.03	5.5	5.7	4.9
75½	39	Dorada	74	+1	4.19	1.3	8.6	14.1
*50	26	Dutton Forshaw	43	+1	$2.76	2.6	9.7	6.0
56	22	Gates (F.G.)	56	+½	1.43	4.8	3.9	8.3
38	14	Glanfield Lwrc.	34xd	+1	1.25	ϕ	5.6	ϕ
31½	8	Hanger Invs. 10p	24½	+½	d0.42	9.7	2.6	6.0
111	42	Harrison (T.C.)	100	.....	†d3.72	3.8	5.6	7.2
90	42	Hartwells	87	+2½	3.98	3.0	6.9	7.5
144½	79½	Henlys 20p	120xd	−2	6.59	ϕ	8.3	ϕ
109	33	Heron Mtr. Grp.	101½	+½	†3.23	3.1	4.9	9.9
£158	£62	Do. 10pc Cnv.	£153	+1	Q10%	21.8	f6.7	—
95	52	Hurst (Charles)	80	+1	d5.45	3.2	10.3	4.6
42	16	Jessups 10p	40	+1	1.55	4.4	5.9	5.9
*84	49	Kenning Mtr.	79	+½	4.15	ϕ	8.0	ϕ
84	35	Lex Service Grp.	71	+2½	t3.41	2.7	7.3	5.5
59	25	Lookers	52	+½	2.46	ϕ	7.4	ϕ
87	23	Lyon & Lyon	80	.....	$6.0	2.2	11.7	5.7
30	14½	Manchester 10p	26½	.....	t1.5	4.1	9.4	6.3
34	3½	Nelson David 5p	7¼	+¼	—	—	—	—
6	2½	Pennine Mtr. 10p	4¼	+¼	—	—	—	ϕ
173	61	Perry (H.) Mtrs.	161	+2	†4.93	4.6	4.6	7.0
540	101	Pride & Clarke	512xd	.....	†11.17	ϕ	3.3	ϕ
45½	19¼	Quick (H. & J.) 5p	43½	.....	$1.62	4.5	5.7	6.0
29	6	Reynolds W.J. 5p	25½	+1	g0.62	4.8	3.7	9.4
64	2¼	Rix (Oliver) 5p	5⅞	+⅛	—	—	—	17.9
60	16½	Tate of Leeds	51	−1	0.63	13.6	1.9	6.7

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING ADVERTISING

PROPERTY

PROPERTY—Continued

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
347	216	Prop Hldg. & Inv.	318	+3	‡6.54	1.3	3.1	41.2
96	40	Prop. Inv. & Fin. £1	90	.....	†4.0	0.8	6.7	(29.8)
72	34	Prop. Part'ship	67	−1	†1.59	2.0	3.6	21.5
315	176	Prop. & Rev. 'A'	300	.....	d4.69	1.5	2.4	42.8
156	44	Prop. Sec. Inv. 50p	136xd	+1	†1.88	—	2.1	—
6⅛	2	Raglan Prop. 5p	5¼		—	—	—	—
15	3¼	Regalian	12		—	—	—	—
85	30	Regional Prop.	80	.....	0.65	—	1.2	—
77	29	Do. 'A'	63½	+1	0.65	—	1.6	—
115	28	Rush & Tompkins	105	.....	†2.61	2.1	3.8	14.6
96	34	Samuel Props.	85	+2	2.1	0.9	3.7	44.7
118	58	Scot. Metrop. 20p	102	+1	‡1.94	1.3	2.9	46.3
43½	24½	Second City 10p	39½	.....	1.73	2.0	6.6	11.3
129	75	Slough Ests.	116	+1	g2.26	1.5	3.0	36.7
£174	£114	Do. 10% Conv. '90	£159	+2	Q10%	11.9	f6.4	—
270	158	Stock Conversn.	244	+3	b2.0	2.4	1.2	50.8
230	90	Sunley (B.) Inv.	200	.....	3.97	0.2	3.1	—
51	31½	Swire Properties	37	.....	Q18½c	1.5	6.6	10.2
70	24	Town Centre	60	.....	0.82	1.2	2.1	60.0
17	5	Town & City 10p	14½	+½	0.01	—	—	—
98	39	Trafford Park	87	.....	3.65	1.4	6.4	16.8
24	10½	U.K. Property	20½		—	—	—	—
290	182	Utd. Real Prop.	263	.....	5.17	1.4	3.0	35.0
148	75	Warner Estate	127xd	+2	2.66	ϕ	3.2	ϕ
285	172	Warnford Inv. 20p	283	.....	†4.86	1.6	2.6	35.7
20	7¼	Webb (Jos.) 5p	18	+½	dh0.48	2.4	4.1	15.2
19	7½	W'minster P. 20p	16		—	—	—	—
32½	18	Winston Ests.	32	.....	1.16	1.3	5.5	20.8

SHIPBUILDERS, REPAIRERS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
78	23	Hawthorn L. 50p	65	.....	—	—	—	—
162	40	Swan Hunter £1	141	.....	6.86	1.8	7.4	11.7
181	73	Vosper	161	.....	†4.13	18.6	4.0	2.1
295	140	Yarrow 50p	290	+25	4.61	5.1	2.4	8.9

SHIPPING

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
323	212	Brit. & Com. 50p	273	−2	†8.42	4.1	4.7	7.8
298	143	Common Bros. 50p	192	.....	5.81	—	4.6	ϕ
170	54	Fisher (J.)	117	.....	†h1.38	6.1	1.8	11.5
354	204	Furness Withy £1	316	−1	†7.43	6.3	3.6	5.6
310	140	Hunting Gibsn £1	200	.....	10.89	6.7	8.3	2.1
41	25½	Jacobs (J.I.) 20p	39	.....	g1.85	4.6	7.2	4.8
57¾	33½	Lon. O'Seas Frtrs.	37	+1½	3.37	3.8	13.8	(2.1)
172	126	Lyle Shipping	140	.....	†4.46	5.4	4.8	5.8
275	215	Man. Liners 20p	250	.....	5.10	1.6	3.1	30.1
24	6	Mersey Dk. Units	18		—	—	—	0.6
95	46	Milford Docks £1	78	.....	2.72	4.3	5.3	6.2
179	123	Ocean Transport	127	+2	†7.44	3.7	8.9	3.4
175	104	P & O Defd. £1	106	+2	†5.95	2.6	8.5	(5.3)
215	115	Reardon Sm. 50p	115	.....	‡1.64	3.9	‡	12.9
84	38	Do. 'A' 50p	40	.....	‡1.64	3.9	‡	4.5
*129	101	Runciman (W.)	108	.....	t8.16	2.5	11.4	5.3

SHOES AND LEATHER

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
22	10	Allebone 10p	17	.....	‡1.01	0.9	‡	19.5
68	35	Booth (Int'l)	60	.....	4.39	4.3	11.1	3.1
67	36	Footwear Invs.	65	.....	d3.89	2.4	9.1	7.0
104	67	Garnar Scotblair	99	−1	†4.5	6.3	6.9	4.6
36	12½	Headlam, Sims 5p	33	−1½	g1.25	4.5	5.7	6.6
72	37	Hiltons 20p	69	.....	3.42	1.8	9.7	8.5
60	26	K Shoes	55	.....	2.27	3.7	6.3	5.0
40	31	Lambert Hth. 20p	39	+1	2.91	2.5	11.3	5.5
40	22½	Newbold & Burt'n	38	.....	†2.54	1.5	10.1	10.3
50	22	Oliver (G) 'A'	48	.....	†1.71	1.9	5.4	14.4
66	45	Pittard Grp.	62	.....	†2.52	5.7	6.2	4.3
39	21	Stead & Sim 'A'	36	+1	†h1.92	1.6	8.1	12.1
85	56	Strong & Fisher	69	−1	4.24	4.1	9.3	4.0
55	17½	Stylo Shoes	51	.....	1.56	2.3	4.6	14.6
32	18	Turner W & E 10p	31	.....	†1.58	2.9	7.9	6.6
71½	19	Ward White	70	+½	$2.7	5.3	5.8	4.9
35½	11	Wearra 10p	29	+½	1.31	2.6	6.9	8.5

SOUTH AFRICANS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
152	80	Abercom R0.30	82	.....	Q29c	2.1	21.1	2.3
550	390	Anglo Am. In. R1	450	.....	Q63c	2.4	8.4	4.9
113	79	Ang. Tr's Ind. 50c	90	.....	Q19c	3.6	13.8	1.9

TEXTILES

TOBACCOS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
308	235	BAT Inds.	290	+5	13.01	q3.5	6.9	ϕ
260	202	Do. Defd.	233	+6	—	—	—	5.0
460	210	Dunhill (A.) 10p	340	.....	†7.92	6.5	3.5	6.6
86	64	Imperial	75½	.....	5.66	ϕ	11.9	ϕ
56½	32	Rothmans 12½p	46	+½	g2.04	9.4	6.7	2.4
66	27	Siemssen Hn. 10p	60	.....	†2.75	3.2	6.9	9.2

TRUSTS, FINANCE, LAND

Investment Trusts

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
52	33	Aberdeen Invs.	52	.....	†2.08	1.1	6.1	23.9
143	103	Aberdeen Trust	124	−1	4.67	1.1	5.7	24.1
111	67	Ailsa Inv.	103	.....	†4.12	1.1	6.1	23.4
94	67	Alliance Inv.	82	.....	2.49	1.0	4.6	33.0
224	166	Alliance Trust	194	.....	†6.35	1.0	5.1	29.0
124	91	Altifund Inc. 50p	120	.....	†7.31	1.0	9.2	16.1
183	81	Do. Capital 50p	142	+4	†0.36	—	—	—
68	36	Ambrose Inv. Inc.	59	.....	†4.06	1.1	10.4	13.5
61	27	Do. Cap.	51	−1	—	—	—	—
46	30	American Trust	38¾	.....	t1.2	†1.2	4.8	29.1
44	28½	Do. "B"	37	.....	—	—	—	—
101	79	Anglo Am. Secs.	85	.....	2.68	1.1	4.8	29.3
52	33	Anglo-Int. Div.	48½	+½	2.94	1.1	9.4	15.4
136	86	Do. Asset Shs.	114	−4	—	—	—	—
44½	31	Anglo-Scot. Inv.	37½	.....	1.61	1.0	6.5	23.6
79	52	Archimedes Inc.	72	.....	5.15	1.0	10.8	13.9
44	18	Do. Cap. 50p	32	+1	—	—	—	—
121	93	Argo Inv. (SA1)	112	.....	g5.89	ϕ	5.2	ϕ
131	94	Ashdown Inv.	111xd	.....	4.04	ϕ	5.5	ϕ
54	35	Atlanta Balt. 10p	50½	.....	0.5	1.8	1.5	56.7
90½	48½	Atlantic Assets	72½	+½	0.41	4.5	0.8	40.6
62	39½	Atlas Elect.	52	.....	1.62	1.1	4.7	29.6
80	66	Aust. & Int. (50p)	76	.....	2.7	1.0	5.4	26.9
61	41	Bankers' Inv.	52½	−½	2.33	1.0	6.7	21.8
56	39½	Berry Trust	48	−1	0.87	1.0	2.8	53.3
9½	2¼	Bishopsgate Prop.	6¼	.....	—	—	—	—
175	97	Bishopsgate Tst.	154	.....	†5.33	1.0	5.2	29.0
298	208	Border & Sthn. 50p	254	.....	7.5	1.1	4.5	30.2
146	96	Do. Conv.	122	−2	—	—	—	—
$9¾	9	Brazil Fund Cr$1	$9¾	.....	Q$0.44	5.9	4.5	3.7
$95	$84	Brazil Inv. Cr$1	$95	.....	Q$5.21	0.9	5.5	19.6
27½	22	Bremar Tst.	24	+1	†0.5	1.5	3.2	32.6
7⅛	4½	Bridgewater 10p	7	.....	0.32	1.1	6.9	20.1
42	30	Brit. Am. & Gen.	36½	.....	†1.42	1.1	5.9	24.0
71½	49½	British Assets	61½	+1	2.2	1.2	5.4	26.4
102	74	Brit. Ind. & Gen.	91	.....	3.4	1.1	5.7	24.0
166	121½	Brit. Invest.	144	.....	‡†4.37	1.0	4.6	33.1
146	102	Broadstone (20p)	134	.....	4.57	1.1	5.2	26.4
97	64	Brunner Inv.	84	−1	3.55	ϕ	6.6	ϕ
76	42	Brycourt 50p	74	.....	2.14	1.0	4.4	23.5
66	43	C.L.R.P. Inv.	60	.....	1.9	1.2	4.8	25.4
280	187	Caledonia Invs.	238	.....	†7.67	1.2	4.9	25.2
72	55½	Caledonian Tst.	61½	+1	1.42	†1.0	3.5	38.6
70	52	Do. "B"	59	+1	—	—	—	—
89	57½	Cambrian and Gen.	87	.....	3.5	1.1	6.1	23.4
245	95	Camellia Invs. 10p	225	+17	1.84	2.8	1.2	44.3
106	81	Can. & Foreign	94	.....	t3.35	1.1	5.4	26.6
125	90	Capital & Nat.	110	.....	4.0	1.0	5.5	27.5
119	85	Do. "B"	106	.....	—	—	—	—
106	73	Cardinal Dfd.	94	.....	3.95	1.0	5.4	27.2
113	86	Carliol Inv.	100	.....	‡†3.75	1.1	5.7	26.5

INV. TRUSTS—Continued

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
67	46	Cedar Inv.	60	−1	2.5	1.1	6.4	22.8
126	83	Chan. Is. Inv. £1	125	+1	Q12.5	1.0	10.0	‡
480	235	Do. Cap.	470	.....	—	—	—	—
56	40	Charter Trust	51	.....	1½	ϕ	4.4	ϕ
29¼	17¾	City & Com. Inc.	28	.....	†1.6	1.0	8.7	16.5
125	69	Do. Cap. (£1)	83	.....	—	—	—	—
56	43	City & For. Inv.	49	.....	—	—	—	—
100	71	City & Intern'l.	90	.....	4.07	1.0	6.9	21.6
66	36	City of Oxford	62	.....	†3.05	0.9	7.4	21.8
89	52	Claverhouse 50p	80½	−2	3.3	ϕ	7.4	ϕ
12	4	Clifton Invs 10p	10½	.....	—	—	—	—
70	53½	Clydesdale Inv.	61	−1	†1.67	1.0	4.2	37.9
69	51	Do. "B"	59	−1	—	—	—	—
245	175	Colonial Secs. Dfd.	234	.....	8.1	ϕ	5.4	ϕ
209	151	Continent'l & Ind.	179	.....	†5.84	1.1	4.9	28.5
115	80	Continent'l Union	105	.....	†2.89	1.3	4.2	29.0
126	101	Cres't Japan 50p	118	−½	—	—	—	—
83	47	Crossfriars	74	.....	3.32	1.0	6.8	21.5
30	13	Cumulus Inv.	28	.....	0.8	1.0	4.3	35.7
44	25½	Danae (Inc.) 50p	39	.....	†2.87	1.1	11.2	12.9
4⅛	2	Do. (Cap.) 10p	3½	−¼	—	—	—	—
89	62	Debenture Corp.	78½	−1	†2.79	1.2	5.4	23.7
212	133	Derby Tst. Inc. £1	201xd	+1	13.45	ϕ	10.1	ϕ
170	88	Do. Cap. 50p	144	.....	—	—	—	—
192	143½	Dominion & Gen.	177	.....	6.85	1.1	5.9	24.3
134	100	Drayton Cons'el	111½	+½	4.06	1.2	5.5	23.1
146	114	Do. Cons.	126	.....	4.7	1.1	5.7	23.7
31½	23½	Do. Far Eastern	28½	.....	0.9	ϕ	4.9	ϕ
195	42	Do. Premier	167	.....	6.09	1.1	5.5	24.3
70	47	Dualvest Inc. 50p	62	.....	†4.18	1.0	10.2	14.8
245	116	Do. Capital £1	187	+1	—	—	—	—
64	39½	Dundee & Lon.	57½	.....	2.3	1.0	6.1	24.3
97	65	Edinburgh Am. Tst.	88½	.....	0.91	1.3	1.6	74.3
168	113	Edin. & Dundee	167	.....	‡3.55	1.1	3.2	45.0
230	163	Edin. Inv. Df. £1	205	.....	t6.3	1.0	4.7	35.5
113	79½	Electra Inv. Tst.	97½	.....	4.37	1.1	6.8	20.8
72½	53	Elect. & Gen.	61	−1	g1.45	1.2	3.6	38.3
93	68	Eng. & Internat'l	80	.....	3.55	1.2	6.7	19.9
77	56	Eng. & N.Y. Trust	66½	.....	†2.5	1.1	5.7	28.6
77	53	Eng. & Scot. Inv.	62	.....	2.23	1.2	5.5	22.6
103	61	Equity Cons. £1	95	+1	†5.94	1.1	9.5	15.1
108	62	Do. Def'd 50p	103	+1	3.96	1.2	5.8	21.4
186	116	Equity Inc. 50p	178	.....	8.58	1.2	7.3	17.3
280	173	Estate Duties £1	273	.....	†7.61	1.2	4.3	30.4
42	28½	F. & C. Eurotrust	39	.....	0.85	1.3	3.3	36.4
81	42	Family Inv. Tst.	76	.....	t3.65	1.0	7.3	24.1
93	69	First Scot. Am.	79	+½	†2.59	1.1	5.0	27.8
153	117	Foreign & Col.	134	+1	2.94	1.0	3.3	45.9
50	29	F.U.G.I.T. (R0.25)	41	.....	‡Q5¼c	1.2	7.6	10.1
39	25	Fundinvest Inc.	37	+½	2.40	1.0	9.8	15.2
73	43	Do. Cap.	52	.....	—	—	—	—
131	98½	G.T. Japan	100xd	.....	—	—	—	—
139	92	Gen. & Comm'cl.	126	−1	†1.01	2.1	1.5	48.5
84	60	Gen. Consoldtd.	74	.....	†4.92	1.1	5.9	24.5
150	99	General Funds	130	+1	†3.15	1.1	5.4	20.9
116	77	Do. Conv. 10p	101	.....	4.16	1.0	4.9	31.7
106	74	Gen. Investors	93	−1	3.45	0.7	5.6	36.9
83½	65½	Gen. Scottish	74½	+½	†3.05	h1.6	6.3	15.5
102	76	Glasgow St'hldrs.	85½	+1	2.4	ϕ	4.3	ϕ
87½	64½	Glendevon Inv.	74½	+½	†1.66	1.0	3.4	45.8
84	57	Do. "B"	73	.....	—	—	—	—
68½	51	Glenmurray Inv.	62½	+½	1.7	1.0	4.1	37.3
66	48½	Do. 'B' Ord.	59½	.....	—	—	—	—
122½	71	Globe Inv.	99	.....	u4.1	†1.24	6.3	19.4
59	42½	Govett Europe	57	.....	1.8	1.2	4.8	26.8
75	49	Grange Trust	70xd	.....	2.1	1.1	4.5	29.7
110	74½	Gt. North'n Inv.	92xd	.....	3.87	ϕ	6.4	ϕ
83	61½	Greenfriar Inv.	70xd	.....	1.45	ϕ	3.1	ϕ
60½	24	Gresham Inv.	58	.....	‡1.82	2.0	4.7	16.0
55	38	Group Investors	51xd	.....	†1.71	1.0	5.1	30.3
85	56	Guardian Inv. Tst.	71½	.....	2.39	1.0	5.1	30.0
95	61	Hambros	82½	−½	†5.3	1.0	6.1	24.7
93	37	Harcros Inv. 10p	81	.....	‡†1.73	1.1	3.2	44.9
196	122	Hill (Philip)	168½	−1½	7.01	1.0	6.3	23.9
78	41	Hume Hlds. "A"	74	.....	†3.71	1.3	7.8	15.6
76	35	Do. "B"	72	.....	—	—	—	—
£9¼	8	Icefund ($)	£9¼	.....	Q20c	—	1.2	—
775	620	Do. (£)	625	.....	Q9.49	—	1.5	—
53½	36½	Industrial & Gen.	44¾	+¼	†1.45	1.1	4.9	29.0
134	97	Int. Pac. Sc. HK$1	129	.....	Q18c	—	1.6	45.8
76	52	Internat'l Inv.	68	.....	†2.37	1.2	5.4	24.8
155	107	Int. Inv. Tst. Jsy £1	152	.....	Q4.0	ϕ	2.7	ϕ
122	88	Inv. in Success	107	−1	†2.45	1.0	3.5	42.8
75	59½	Investors' Cap.	64	.....	1.65	ϕ	3.9	ϕ
206	161	Investsl. Tst. Crp.	180	−1	†6.0	1.0	5.1	29.2
133	103	Jardine Japan	103	−1½	0.71	1.2	1.0	—
125½	70½	Jardine Sec. HK$5	83	.....	‡Q45c	1.1	6.6	13.9
143	104	Jersey Ext. Pf. 1p	104	−1	2.3	—	3.3	—
262	185	Jersey Gen. £1	250	.....	†Q11.5	1.2	5.0	17.2

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
193	121	Temple Bar	171	.....	8.63	1.1	7.6	17.9
26½	18½	Throg. Growth	24½	.....	1.88	0.9	11.7	13.7
104	60	Do. Cap. £1	86	−1	—	—	—	—
73	42½	Throgmorton	65xd	.....	4.38	ϕ	10.2	ϕ
£112	£70	Do. 8½% Loan	£105	.....	Q8½%	12.6	f8.3	—
78	48	Tor. Invest. Inc.	73	+1	4.95	ϕ	10.3	ϕ
130	77	Do. Cap.	98	−2	0.43	—	0.7	—
167	126	Trans. Oceanic	147	.....	5.0	1.1	5.2	27.8
670	565	Tribune Inv. 50p	565	−5	t12.1	1.4	3.2	36.3
67	46½	Triplevest Inc. 50p	62½	+½	†3.99	1.0	9.7	15.8
179	92	Do. Capital £1	128	−2	—	—	—	—
108	72	Trust Union	92	.....	†2.84	1.2	4.7	26.3
139	94	Trustees Corp.	123	.....	†4.06	1.1	5.0	28.7
110	90	Tyneside Inv.	98	.....	‡†3.74	1.1	5.8	26.4
60	29	Updown Inv.	58xd	.....	1.75	ϕ	4.6	ϕ
128	96	Utd. Brit. Secs.	109	.....	h4.03	1.0	5.5	27.4
19	13	Utd. Capitals	19	.....	†0.91	0.8	7.5	25.6
95	75½	US Deb. Corp.	80½	.....	3.11	1.1	5.8	23.9
188	144	U.S. & General Tst.	166xd	−2	5.94	ϕ	5.4	ϕ
980	600	US Trust Fund $1	645	.....	Q10c	—	1.0	—
104	68	Viking Resources	84	.....	0.91	1.3	1.6	70.1
62½	44	W. Cst. & Texas 10p	61	.....	0.51	1.1	1.3	108.3
310	218	Wemyss Inv. £1	286	+1	10.81	ϕ	5.7	ϕ
186	141	Winterbottom	175xd	−1	4.6	ϕ	4.0	ϕ
86½	64	Witan Inv.	71½	+1	†1.93	1.1	4.1	34.6
83½	61	Do. "B"	66	−1	0.06	—	—	—
172	110	Yeoman Inv.	157	−4	t6.93	1.0	6.7	23.0
30	17	Yorks. & Lancs.	28	.....	1.35	1.0	7.3	20.4
7	2	Yorkgreen 10p	6	.....	—	—	—	—
80	49½	YoungCo's Inv. £1	72	.....	†3.35	1.0	7.0	21.0

Finance, Land, etc.

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
285	168	Akroyd Smithers	237	+2	20.0	4.7	12.8	2.5
8	3	Armour Tst. 10p	6	.....	—	—	—	—
31½	12½	Authority Inv. 20p	31½	.....	—	—	—	—
25	6	Britannia Arrow	20½	.....	—	—	—	—
27½	10	Chaddesley	14½	.....	—	—	—	—
163	102	Challenge Crp. $1	110	.....	Q12½c	3.0	6.4	5.2
66	42	Charterhouse Gp.	59	−1	3.36	1.4	8.6	11.0
£11½	850	Common Mkt. 1p	£11	.....	Q25.6	1.1	2.4	‡
241	196	Dalgety £1	222	−1	11.76	2.1	8.0	7.4
35	13	Dewnac Day	32	.....	1.0	2.0	4.7	13.1
23	12	Edin. Ind'l. 12½p	14½	+½	—	—	—	18.8
59	27	El Oro Mining 10p	55	−2	t0.99	6.0	2.7	10.3
56	36	Erasine House	45	.....	1.72	2.1	5.8	12.3
16	12	Ex. Lands 10p	14	.....	1.01	1.7	11.0	8.0
27	15	Exploration Co. 5p	24	−1	t0.49	5.3	3.1	10.1
180	64	Fashion & Gen. 5p	155	−6	†4.49	1.3	4.4	27.9
22	17	Finance & Ind. 10p	18	.....	1.0	1.9	8.4	8.8
13	2¼	Fitzroy Invest.	11	.....	—	—	—	—
37	8	Grimshawe 20p	27	.....	—	—	—	—
36	19	Hambro Trust	32xd	.....	†1.64	4.3	7.8	4.6
16	4	Hampton Tst. 5p	10½	+½	—	—	—	—
42	25	Haw Par. S. $1	26	.....	—	—	—	—
20	9	Investment Co.	19	.....	$0.94	3.1	7.5	6.0
100	48½	Kakuzi KSh20	86xd	+4	‡Q120c	3.0	9.4	4.5
67	14	Kitch'n. Taylor 10p	66	.....	—	—	—	—
23½	14	Kwahu 10p	22	.....	1.65	1.3	11.4	10.4
15½	8	Lamont Hlds. 10p	15½	+½	0.10	—	1.0	—
126	28	Lampa Secs. 50p	31	.....	—	—	—	—
17	10	Lon. Euro. Grp.	13	.....	—	—	—	—
97	34	Lon. Merchant	77	+1	†1.25	4.2	2.2	11.2
120	60	M. & G. Hldgs. 5p	110	.....	3.46	2.6	4.8	11.6

FINANCE, LAND—Continued

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
54	22½	Majedie Invs. 10p	54	.....	0.68	2.2	1.9	37.0
78	50	Martin (R.P.) 5p	63	−1	5.98	1.1	14.3	9.5
£22¾	920	Mass. Mt. & R'ty	970	−20	Q$1.16	—	7.5	—
28	13	N.M.C. Invs. 12½p	17	−1	1.3	0.7	11.6	18.2
225	200	Nippon Fd. ($)	225	.....	—	—	—	—
14½	5½	Parambe 10p	10	.....	—	—	—	—
23½	10	Park Place Inv.	23½	.....	1.0	2.6	6.4	7.0
207	120	Pearson S. & Son	182	−2	6.19	3.7	5.2	7.9
£57	£41	Pretah. E. Fr.250	£45¾	−¼	Q9.4%	—	6.5	—
12	7	St. George 10p	10½	.....	†0.44	0.9	6.3	27.7
131	47½	Scot. & Merc. 'A'	117	.....	3.02	1.7	3.9	22.7
£51	£40	S.E. 4¼pc Ann.	£50	.....	Q4.25	—	8.5	—
61	37	Smith Bros.	56	.....	3.47	1.1	12.1	11.9
13	7¼	Sthn. Pac. HK50c	8	.....	—	—	—	3.7
£38¾	£27¼	Suez Fin. NF100	£27½	.....	Q22½	—	10.3	—
£10¾	900	Trans. Mkt. Tst. 1p	925	.....	Q43.02	ϕ	4.8	‡
28	22	Wstn. Select. 20p	28	.....	2.01	1.7	10.9	8.3
37½	22	West of England	37½	.....	1.38	3.1	5.6	8.8
79	33	Yule Catto 10p	72	.....	†1.24	3.5	2.6	13.2

OILS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
128	46	Attock 20p	112#	.....	4.26	0.9	5.8	(30.5)
187	130	Brit. Borneo 10p	150	−2	†6.13	1.6	6.2	15.9
966	760	Brit. Petrol'm £1	778	+18	g22.10	3.0	4.2	13.1
79	60	Do. 8% Pf. £1	75	.....	5.6%	34.0	11.3	—
83	41	Burmah £1	54	−1	—	—	—	—
£64	£40½	Do. 8½ Ln. 91-96	£59½	.....	Q8½%	—	e15.3	—
£16¼	£10	††C.C.P. Nth. Sea £1	£10	−¼	—	—	—	—
66	44	Century 10p	50½	−½	†2.43	3.8	7.3	4.0
34	18	Charterhall 5p	25½	.....	—	—	—	65.5
£18¾	£12¼	Cie Fr. Petroles B	£12¾	.....	Q14.1fr.	1.9	13.9	5.6
550	400	††Cluff Oil £1	450	.....	—	—	—	—
170	100	††Clyde Petrol £1	130	.....	—	—	—	6.0
12	7½	Endeavour 30c	10	.....	—	—	—	—
45	23	KCA	31	−½	20.1	—	0.5	—
195	162	LASMO	172	+2	—	—	—	—
£108¼	£64½	LASMO 14% 1981-85	£100½	.....	Q14%	—	e14.9	—
418	260	LASMO 'Ops' 10p	352	−1	—	—	—	—
326	78	Oil Expl. 10p	220	+4	1.92	3.3	1.3	35.7
23	8	Premier Cons. 5p	16½	−½	—	—	—	—
£23⅛	£14⅝	Ranger Oil	£16⅛	−¼	—	—	—	—
3¼	1¼	Reynolds Dev. 1c	1½	.....	—	—	—	—
£50¼	£35⅝	Ryl. Dutch Fl.20	£38¼	−¼	†Q50%	2.5	6.5	6.2
635	454	Shell Trans. Reg.	496	−12	†14.28	4.7	4.4	5.3
69½	54	Do. 7% Pf. £1	66	.....	4.9%	11.6	11.4	—
350	88	††Siebens (U.K.) £1	268	−4	—	—	—	—
£66	£55	Texaco 4¾% Cnv.	£59	.....	Q4¾%	—	f8.3	—
204	100	Tricentrol	148	−2	1.27	4.5	0.8	19.2
266	116	Ultramar	224	+2	—	—	—	7.6
157	85	Do. 7pc Cnv.	130	.....	7%	13.0	7.8	—
99	50	Weeks Nat. 10cts	88	.....	—	—	—	—
98	50	Do. Ptd. Ord. 10c	88	.....	Q15¾c	—	10.3	—
*99	49	Woodside A50c	60	−2	—	—	—	—

OVERSEAS TRADERS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
305	93¼	African Lakes	295	.....	h2.75	30.5	1.4	2.4
108	60	Aust. Agric. 50c	63	.....	Q2.5c	—	—	—
225	134	Bousted (S & W)	221	−3	8.25	4.7	6.1	3.8
239	124	Booker McC. 50p	212	−4	$7.08	3.4	5.1	8.9
96	68	Borthwick Tho. 50p	68	.....	6.2	1.1	13.9	(9.4)
31	17½	Boustead 10p	27	−½	1.52	1.2	8.7	(13.8)
319	150	Finlay (Jas.) 50p	282	−4	$6.54	7.0	3.5	5.2
240	161	Gill & Duffus	214	−3	b8.71	3.2	6.2	7.0
£66	£49	Gt. Nthn. £10	£52	.....	Q12%	2.3	2.3	7.3
425	276½	Harrisns. Cros £1	338	−13	†12.72	3.8	5.7	7.5
92	66	Hoffnung (S.)	66	.....	4.26	2.1	10.0	5.8
428	335	Inchcape £1	355xd	−5	†15.0	3.2	6.4	8.7
24	9	Jacks Wm.	22	−1	20.66	—	—	9.2
25	10	Jamaica Sugar	12	−1	—	—	—	—
*86	62	Lonrho	73	.....	6.55	ϕ	14.4	ϕ
49	36½	Mitchell Cotts	43½	−1	3.4	1.8	11.5	5.8
275	146	Nigerian Elec.	267	.....	11.37	1.2	6.4	(19.4)
103	72½	Ocean Wlsns. 20p	85	.....	h2.29	3.5	4.1	7.1
240	135	Pat'son Zoch. 10p	210	.....	7.0	7.9	5.1	3.8
235	120	Do. 'A' N/V 10p	200	.....	7.0	7.9	5.3	3.6
57	41	Sanger (J.E.) 10p	47	.....	4.43	1.3	14.3	8.4
11½	4¼	Sena Sugar 50p	7½	.....	—	—	—	—
128	88	Sime Darby 10p	96	−1	Q3.5	3.3	3.6	11.6
362	205	Steel Bros. 50p	350	−4	†12.5	4.4	5.4	5.2
50¼	35	Toner Kems. 20p	41	−1	3.09	2.5	11.4	5.2
£92	£75½	Do. 8pc Cnv. '81	£89	.....	Q8%	10.2	f9.1	—
53	20¼	U. City Merc. 10p	49	.....	h0.75	11.0	2.3	6.0
53	21½	Do. 10pc Ln. 1985	49	.....	Q10%	31.2	f3.7	—

RUBBERS AND SISALS

TEAS

India and Bangladesh

Sri Lanka

Africa

MINES

CENTRAL RAND

EASTERN RAND

FAR WEST RAND

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
153	64	Elsburg R1	137	−3	Q8¾c	1.0	3.8
£13½	800	Hartebeest R1	£10¼	−¼	†Q135c	1.5	7.5
585	290	Kloof Gold R1	480	−3	Q30c	2.3	3.7
541	175	Libanon R1	490	−1	†Q45c	3.2	5.5
508	235	Southvaal 50c	483	+4	Q21c	ϕ	2.6
296	118	Stilfontein 50c	260	.....	Q22c	ϕ	5.1
£14½	812	Vaal Reefs 50c	£12	−⅛	Q115c	ϕ	5.7
289	70	Venterspost R1	266	.....	†Q5c	7.3	1.1
£23¾	£13⅞	W. Drie R1	£17⅞	.....	Q220c	1.6	9.3
240	110	Western Areas R1	218	−2	Q13c	2.5	3.6
834	544	Western Deep R2	681	−16	Q82.5c	ϕ	7.2
241	130	Zandpan R1	190	.....	†Q22c	1.0	6.9

O.F.S.

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
120	70	Free State Dev. 50c	90	.....	Q11c	1.4	7.4
£14⅝	787	F.S. Geduld 50c	£13½	.....	Q240c	2.7	10.6
126	68	F.S. Saaiplaas R1	97	.....	—	—	—
469	235	Harmony 50c	388	+1	tQ50c	4.7	7.7
134	49	Loraine R1	123	.....	Q6c	0.5	2.9
£10⅞	750	Pres. Brand 50c	894	−4	Q130c	2.6	8.7
783	475	Pres. Steyn 50c	689	−13	Q20c	9.9	1.7
£12⅝	685	St. Helena R1	787	.....	Q115c	2.5	8.7
206	108	Unisel	175	.....	—	—	—
252	118	Welkom 50c	228	+7	Q35c	1.9	9.2
£17	£10½	W. Holdings 50c	£15½	.....	Q290c	1.5	10.8

FINANCE

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
522	370	Ang. Am. Coal 50c	450	.....	†Q40c	4.3	5.3
322	195	Anglo Amer. 10c	266	.....	‡†Q33c	2.0	7.4
£17½	£11⅜	Ang. Am. Gold R1	£15⅝	.....	Q165c	ϕ	‡
950	621	Ang.-Vaal 50c	680	.....	Q105c	3.4	9.2
155	106	Charter Cons.	126	.....	†7.5	1.8	9.2
*224	137	Cons. Gold Fields	187	+2	†9.05	2.6	7.3
25½	15	East Rand Con. 10p	23	+½	1.0	1.5	6.7
		Geduld Inv. R1	248#	.....	Q40c	1.5	9.6
£17½	£12	Gen. Mining R2	£14¾	.....	Q210c	2.0	8.5
£12	825	Gold Fields S.A. 25c	£11½	.....	Q110c	ϕ	5.8
£15	£10	Jo'burg Cons. R2	£12⅛	−⅛	Q170c	2.2	8.2
230	135	Middle Wit 25c	155	−5	Q22½c	1.3	8.7
186	126	Minorco SBD1.40	135	−1	Q12c	ϕ	5.0
130	73	New Wit 50c	114	+1	Q15c	0.6	8.0
£15⅝	860	Patino NV Fls 5	960	−10	QC50c	ϕ	3.1
59	37	Rand London 15c	55	+2	bQ5c	3.0	5.4
500	370	Selection Trust	388	+3	16.72	1.8	6.6
230	118	Sentrust 10c	185	.....	†Q28c	1.1	9.0
55	33	Silvermines 2½p	34	.....	3.5	2.8	15.8
£12½	925	T'vaal Cons. Ld. R1	£12	.....	Q95c	3.4	4.7
230	117	U.C. Invest R1	222	.....	Q20c	ϕ	8.4
294	170	Union Corpn. 6.25c	266	−2	Q26c	1.9	8.1
80	40	Vogels 2½c	45	.....	Q7½c	ϕ	10.4

DIAMOND AND PLATINUM

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
£33½	£19	Anglo-Am. Inv. 50c	£30¼	.....	†Q410c	1.1	8.1
90	47	Bishopsgate Pt. 10c	75	−1	Q7.1c	ϕ	5.7
311	188	De Beers Df. 5c	293	.....	†Q35c	2.4	7.1
£11½	850	Do. 40pc Pf. R5	£10	.....	Q200c	19.9	12.0
76	43	Lydenburg 12½c	58	−1	Q2.7c	1.0	2.8
99	60	Rus. Plat. 10c	88	−1	Q21½c	1.4	1.7

MINES—Continued

CENTRAL AFRICAN

1977-78 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
195	70	Falcon Rh.50c	180	.....	Q50c	1.3	26.0
24	9	Rhod'n Corp 16⅔p.	21	+1	0.57	4.3	4.1
165	52	Roan Cons. K4	65	.....	—	—	—
164	115	Tanganyika 50p	133	.....	Q11.0	1.1	8.3
80	70	Do. Pref. 80p	78	.....	Q9%	16.4	9.2
42	27	Wankie Col. Rh.1	38	+1	Q7½c	1.4	16.8
27½	10½	Zam.Cpr.SBD0.24	10½	.....	—	—	—

AUSTRALIAN

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
20	10	Acmex 25c	12	.....	—	—	—
127	57	Bougainville 50 Toea	73	.....	Q8c	1.5	6.9
128	69	BH South 50c	70	−2	—	—	—
325	119	Conzinc Riotinto 50c	162	.....	Q9c	2.3	3.4
65	18	G.M. Kalgoorlie $1	61	.....	—	—	—
112	77	Hamptn Areas 5p	92	+1	1.45	4.1	2.4
35	10	Metals Ex. 50c	13	.....	—	—	—
242	125	M.I.M. Hldgs. 50c	131	−1	Q9c	1.7	4.3
105	10	Mount Lyell 25c	19	.....	—	—	—
2¼	1	Newmetal 10c	2	.....	—	—	—
120	79	North B. Hill 50c	87	−1	Q8c	1.5	5.7
12	4½	Nth. Kalgurli	8½	−½	—	—	—
144	87	Oakbridge $A1	138	.....	Q11c	1.9	5.0
55	20	Pacific Copper	34	.....	—	—	—
£13	575	Pancont'l 25c	775	.....	—	—	—
19	8	Paringa M&Ex. 5p	12½	−½	—	—	—
555	345	Peko-Wallsend 50c	425	−13	Q15c	4.0	2.2
—	—	Poseidon 50c	75#	.....	—	—	—
164	85	Westn. Mining 50c	87	.....	Q6c	1.4	4.3
75	40	Whim Creek 20c	40	.....	—	—	—

TINS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
39	18	Amal. Nigeria	29	.....	2.51	1.6	13.1
395	240	Ayer Hitam $M1	260	.....	Q46.7c	0.9	34.4
57	25	Beralt Tin	50	.....	3.75	2.3	11.4
260	155	Berjuntai $M1	210	.....	‡Q60c	ϕ	‡
570	260	Geevor	470	+5	18.05	3.4	5.8
13	8	Gold & Base 12½p	9	.....	—	—	—
325	190	Gopeng Cons.	265xd	.....	15.0	ϕ	8.6
145	72	Hongkong	145	.....	—	—	—
100	60	Idris 10p	90xd	.....	7.5	ϕ	12.6
10½	7	Jantar 12½p	10½	.....	—	ϕ	—
85	50	Kamunting $M0.50	69	.....	ZQ15c	0.7	4.8
490	260	Killinghall	450	.....	Q125	ϕ	27.8
410	217	Malay Dredging $M1	290	.....	Q95.5c	0.8	7.1
46	40	‡Pahang	45	.....	†Q2.5	0.5	5.6
70	50	Pengkalen 10p	55xd	.....	6.5	ϕ	17.9
215	133	Petaling $M1	170	.....	mQ12½c	10.9	1.6
90	35	Saint Piran	54	.....	g1.99	ϕ	5.6
73	55	South Crofty 10p	59	.....	b4.12	1.5	10.4
210	77	South Kinta $M0.50	140	.....	†Q77.8c	1.8	11.9
305	148	Sthn. Malayan $M1	250	.....	†Q131.3c	1.1	11.3
160	57	Sungei Besi $M1	144	.....	—	—	—
*60	19	Supreme Corp. $M1	60	.....	ZQ10c	—	3.6
102	42	Tanjong 15p	100xd	.....	4.5	ϕ	6.8
95	45	Tongkah Hrbr. $M1	74	.....	Q56.2%	1.6	16.5
203	93	Tronoh $M1	160	.....	ZQ30c	2.0	4.0

COPPER

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
198	84	Messina R0.50	88	.....	‡Q30c	1.9	‡

MISCELLANEOUS

High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
9½	9	Burma Mines 17½p	9	.....	—	—	—
115	58	Colby Mines $C1	79	−3	—	—	—
600	225	Cons. Murch. 10c	250	.....	Q30c	ϕ	‡
475	250	Northgate C$1	250	−5	—	—	—
247	170	R.T.Z.	172	+2	t8.5	q3.1	7.5
70	28½	Sabina Inds. C$1	34	+1	—	—	—
£14¼	800	Tara Expln. $1	845	−10	—	—	—
55	39	Tehidy Minerals 10p	45	.....	1.21	2.5	4.1
160	121	Yukon Cons. C$1	127	.....	Q7c	ϕ	3.3

NOTES

Unless otherwise indicated, prices and net dividends are in pence and denominations are 25p. Estimated price/earnings ratios and covers are based on latest annual reports and accounts and, where possible, are updated on half-yearly figures. P/Es are calculated on the basis of net distribution; bracketed figures indicate 10 per cent. or more difference if calculated on "nil" distribution. Covers are based on "maximum" distribution. Yields are based on middle prices, are gross, adjusted to ACT of 34 per cent. and allow for value of declared distributions and rights. Securities with denominations other than sterling are quoted inclusive of the investment dollar premium.

- A Sterling denominated securities which include investment dollar premium.
- ● "Tap" Stock.
- * Highs and Lows marked thus have been adjusted to allow for rights issues for cash.
- † Interim since increased or resumed.
- ‡ Interim since reduced, passed or deferred.
- ‡‡ Tax-free to non-residents on application.
- ϕ Figures or report awaited.
- †† Unlisted security.
- # Price at time of suspension.
- ¶ Indicated dividend after pending scrip and/or rights issue: cover relates to previous dividend or forecast.
- ** Free of Stamp Duty.
- ◆ Merger bid or reorganisation in progress.
- ‡ Not comparable.
- ▲ Same interim: reduced final and/or reduced earnings indicated.
- § Forecast dividend; cover on earnings updated by latest interim statement.
- ‡ Cover allows for conversion of shares not now ranking for dividends or ranking only for restricted dividend.
- ☆ Cover does not allow for shares which may also rank for dividend at a future date. No P/E ratio usually provided.
- ▼ Excluding a final dividend declaration.
- ‡ Regional price.
- ‖ No par value.

a Tax free. b Figures based on prospectus or other official estimate. c Cents. d Dividend rate paid or payable on part of capital, cover based on dividend on full capital. e Redemption yield. f Flat yield. g Assumed dividend and yield. h Assumed dividend and yield after scrip issue. j Payment from capital sources. k Kenya. m Interim higher than previous total. n Rights issue pending. q Earnings based on preliminary figures. r Australian currency. s Dividend and yield exclude a special payment. t Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. u Forecast dividend: cover based on previous year's earnings. v Tax free up to 30p in the £. w Yield allows for currency clause. y Dividend and yield based on merger terms. z Dividend and yield include a special payment: Cover does not apply to special payment. A Net dividend and yield. B Preference dividend passed or deferred. C Canadian. D Cover and P/E ratio exclude profits of U.K. aerospace subsidiaries. E Issue price. F Dividend and yield based on prospectus or other official estimates for 1977-78. G Assumed dividend and yield after pending scrip and/or rights issue. H Dividend and yield based on prospectus or other official estimates for 1976-77. K Figures based on prospectus or other official estimates for 1978. M Dividend and yield based on prospectus or other official estimates for 1978. N Dividend and yield based on prospectus or other official estimates for 1979. P Dividend and yield based on prospectus or other official estimates for 1977. Q Gross. T Figures assumed. U No significant Corporation Tax payable. Z Dividend total to date. ¶¶ Yield based on assumption Treasury Bill Rate stays unchanged until maturity of stock.

Abbreviations: xd ex dividend; xc ex scrip issue; xr ex rights; xa ex all; xd ex capital distribution.

"Recent Issues" and "Rights" Page 26

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £400 per annum for each security

REGIONAL MARKETS

The following is a selection of London quotations of shares previously listed only in regional markets. Prices of Irish issues, most of which are not officially listed in London, are as quoted on the Irish exchange.

Albans Inv. 20p	23	.....	Sheff. Refrshmt	50	.....
Ash Spinning	42	−3	Shiloh Spinn.	19	.....
Bertam	17	.....	Sindall (Wm.)	85	.....
Bdg'wtr Est. 50p	278	+8			
Clover Croft	22	.....	**IRISH**		
Craig & Rose £1	400	.....			
Dyson (R.A.)	37	.....	Conv. 9% '80/82	£96	−¼
Ellis & McHdy	68	.....	Alliance Gas	70	.....
Evans Fr'k. 10p	58xd	.....	Arnott	325	.....
Evered	17	.....	Carroll (P.J.)	109	.....
Fife Forge	47	.....	Clondalkin	83	−1
Finlay Pkg. 5p	20½	.....	Concrete Prods.	125	.....
Graig Ship. £1	240	.....	Heiton (Hldgs.)	55	.....
Higsons Brew	83	.....	Ins. Corp.	165	.....
I.O.M. Stm. £1	137xd	.....	Irish Ropes	125	.....
Holt (Jos.) 25p	245	.....	Jacob	60	.....
N'thn. Goldsmith	64	.....	Sunbeam	30	+2
Pearce (C.H.)	130	.....	T.M.G.	170	−5
Peel Mills	17	.....	Unidare	70	.....
Sheffield Brick	47	.....			

OPTIONS

3-month Call Rates

Industrials		I.C.I.	23	Tube Invest.	30
A. Brew	6½	"Imps"	7	Unilever	40
A.P. Cement	18	I.C.L.	20	Utd. Drapery	7½
B.S.R.	9	Inveresk	7	Vickers	15
Babcock	10	KCA	5	Woolworths	6
Barclays Bank	25	Ladbroke	17		
Beecham	38	Legal & Gen.	14	**Property**	
Boots Drug	15	Lex Service	7	Brit. Land	3¼
Bowaters	16	Lloyds Bank	22	Cap. Counties	5
B.A.T.	24	"Lofs"	5	E.P.	5
British Oxygen	6	London Brick	5	Intreuropean	4
Brown (J.)	20	Lonrho	7	Land Secs.	18
Burton 'A'	13	Lucas Inds.	25	MEPC	12½
Cadburys	5	Lyons (J.)	13	Peachey	10
Courtaulds	10	"Mams"	7	Samuel Props.	10
Debenhams	10	Mrks. & Spncr	11	Town & City	2
Distillers	13	Midland Bank	25		
Dunlop	8½	N.E.I.	20	**Oils**	
Eagle Star	11	Nat. West. Bank	22	Brit. Petroleum	35
E.M.I.	18	Do. Warrants	10	Burmah Oil	7
Gen. Accident	17	P & O Dfd.	10	Charterhall	3½
Gen. Electric	18	Plessey	9	Shell	28
Glaxo	40	R.H.M.	5	Ultramar	22
Grand Met.	9	Rank Org. 'A'	18		
G.U.S. 'A'	18	Reed Intl.	14	**Mines**	
Guardian	18	Spillers	4		
G.K.N.	22	Tesco	4	Charter Cons.	12
Hawker Sidd.	20	Thorn	22	Cons. Gold	20
House of Fraser	12	Trust Houses	15	Rio T. Zinc	16

A selection of Options traded is given on the London Stock Exchange Report page

FINANCIAL TIMES
Wednesday February 8 1978

Ethiopians launch massive Soviet-backed offensive

BY JAMES BUXTON

ADDIS ABABA, Feb. 7.

ETHIOPIAN armed forces are making an all-out attack on Somali forces in the Ogaden region of the Horn of Africa and are advancing rapidly, a senior Government official said here to-night.

Although it is not officially *described as a counter offensive*, the two-pronged attack launched about 10 days ago from the towns of Harar and Dire Dawa is the long-awaited move by the Ethiopians to recover the territory they lost last year to Somali forces, according to Mr. Baalu Girma, acting Minister of Information.

He confirmed to-night that the Somali forces had been driven back. "We are committing all *our forces in the area to an all-out offensive*," he said.

On Monday a member of the Derg (the ruling military council) said that Somali forces "were being routed in all directions." Reports from the Western Somalia Liberation Front, in Mogadishu, the Somali capital, spoke of Somali forces making a tactical withdrawal.

However, the Ethiopian campaign is officially described as a "concerted action," because the Ethiopians regard *any action on* their territory as essentially defensive.

Ethiopian also wants to dispel any idea that it intends, as Somalia has repeatedly claimed, to cross into Somalia itself and demand a Somali withdrawal from the southern part of the Ogaden.

Military details are few but a key objective of the attack is to recapture the town of Jijiga, which Ethiopia lost to the Somalis last September. Mr. *Baalu claimed that it could fall* within days or hours.

It is believed here that superior firepower is the prime cause of the Ethiopians military success. In the past few months the Soviet Union has carried out a large scale re-supply operation, including a major airlift for th eEthiopian armed forces. Western diplomats here believe there are at least 4,000 Russian and Cuban advisers in Ethiopia.

While most of the estimated 3,000 Cubans appear to be engaged at the front, either in the Ogaden or in the northern province of Eritrea and thus are not often seen in Addis Ababa, the Russian presence is barely concealed. There is a large Soviet communications centre consisting of aerials and heavy trucks close to a smart residential area of the city.

Earlier to-day Second Lieut. Tamrat Ferede, a leading member of the Derg, said: "I can assure you that Ethiopia has no intention of invading Somalia."

In a statement he said: "*It is* our obligation to defend our national integrity and our revolution by driving the invading enemy out of our country.

"*We believe all the defensive* or offensive measures we take are just and proper. Ethiopia will not, and cannot, be held responsible for the consequences."

If bloodshed was to be avoided Somali forces should withdraw immediately from Ethiopian territory, he added.

The Eastern Bloc has provided *Ethiopia with a large number of* tanks and artillery as well as aircraft. The arrival of between 40 and 60, according to diplomats, Soviet-made MiGs has consolidated Ethiopia's total command of the air.

Although Ethiopian officials strongly deny that Cuban and Russian military personnel have been involved in combat, independent observers believe that the line dividing advice and *participation is thin*.

In Addis Ababa Russians are frequently seen entering and leaving the Ministry of Defence.

Their communications centre is manned by men in jeans and T-shirts occasionally carrying sub-machine guns.

Imps fall in profit and share of market

By Stuart Alexander

TOBACCO provided less than half of Imperial Group profits for the first time in the company's history, according to the results for the year ending October 31, 1977, announced yesterday.

As well as profits being down, the company's share of the British cigarette market was *down by 5 per cent*. During the year the total cigarette market fell by about 10 per cent., said Imperial.

A quick recovery is not expected. Mr. John Pile, chairman, said: "We must expect more problems ahead, no doubt, but these are problems we will overcome."

Group sales for 1977 were up to £3.2bn. compared with £2.86bn. in 1976, but group pre-tax profits were slightly down at £129m. compared with £130m. in the previous year.

The tobacco division pre-tax profits were down from £81.7m. to £69.5m. Other divisions did better with food improving pre-tax profits by nearly £2m. to £32.4m. and Courage brewery by £1.5m. to £32.5m.

Growth to 40%

Mr. James McKinnon, finance director, said that any improvement in group profitability was due entirely to inflation rather than an increase in volume.

The fall in the tobacco division surplus stemmed mainly from lower volume sales. Mr. Tony Garrett, chairman of the tobacco division, said that Imperial had about 40 per cent. of the king-size market, which had grown to about 40 per cent. of the total *market*.

But margins had been hit by the price war. He expected this to settle down after Easter with the king-size sector accounting for about half the market.

Sales of cigarettes containing the company's own substitute NSM had been disappointing. The total substitute market was about 0.6 per cent. of the whole, and he thought there was not much hope for the future. Closing down the plant at Ardeer, Scotland, which manufactures NSM was "an option that is open to us." However, it is thought that Imperial will continue to make cigarettes with NSM until the budget in the hope of a tax concession on substitute cigarettes.

● Gallaher, which manufactures Silk Cut, and Rothmans which makes Peer Special, said last night that they intended to continue with cigarettes containing the substitute Cytrel. Both felt the market was slightly larger than estimated by Imperial.

Company news Page 18

THE LEX COLUMN

Market caught off guard

The City was baffled and confused by the January banking figures, which carry a bleak message for the money supply. Although analysts had been growing increasingly pessimistic over the last fortnight, most had been expecting a slight fall in the banking sector's eligible liabilities, given the hefty gilt sales and the sluggish level of lending during the period. So a 1.9 per cent. increase caught the gilt-edged market off-guard. Prices at the longer end of the market, after being £1 ahead, fell back sharply and closed lower on the day.

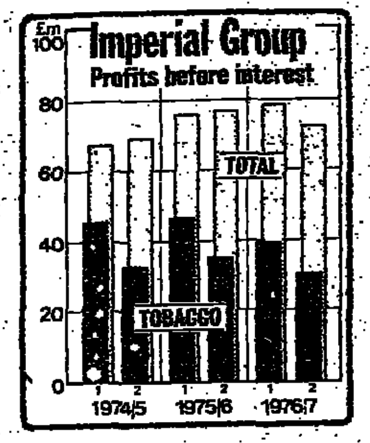
The figures themselves are not particularly revealing. The big growth has come in interest bearing eligible liabilities which *are over £1bn. higher, and the* bulk of the increase has been concentrated among the London Clearing Banks. There are a number of possible explanations. Fears about the imposition of the corset could have encouraged the banks to bid aggressively for deposits, and they also might have over estimated the level of loan demand during this period and increased their wholesale money in anticipation. The higher level of export financing that the banks will in future have to carry on their own books might also have had an impact.

Whatever the explanation there can be no denying that the figures are bad. Although it might not be right to draw a straight line through the figures to get a clue to next *week's money supply figures*, the market is now working on the assumption that sterling M3 will be around 1½ per cent. ahead. This will give an annualised rate of close to 14 per cent. Instead of being brought back inside the target growth band of 9 to 13 per cent., as once anticipated, the money supply figures will probably be over the top, and given the meagre gilt sales in the current banking month, which ends next week, it is hard to be hopeful about the February figures.

Given these depressing statistics the only question for the market is what price the Government Broker will start selling stock. There is no question that he will want to do so soon.

The Long tap—Exchequer 10¼ per cent. 1995—has not yet been operated an dits current discount of over £5, on its £30 partly paid form, indicates the sort of price the GB might have to offer *if he is to get his funding programme rolling once again*. This week's final £320m. call on Treasury 10¼ per cent. 1999 will have helped cover *some* of the February funding requirement but the final call *on the long tap is less than three* weeks away and this will need to be taken up if the GB is to make any headway in meeting the March *funding requirement*.

Index rose 5.6 to 463.7



Imperial Group

Imperial Group's profits for the year to October are a shade *down at £129m. pre-tax*. This contrasts with last July's forecast of a "somewhat higher" outturn, but the group has made no secret of its problems in the intervening months.

In particular, the tobacco side has had to cope with an industry wide fall of as much as a tenth in cigarette volume over the year, an expensive flop with synthetic brands, and a complete upheaval in the market place as a result of changes in the duty structure. Imps' share of the overall market fell 5 points to an average of about 61½ per cent. *over the year*. But against this it has successfully established a major presence in the king sized sector, which now accounts for over 40 per cent. of the market compared with a single figure share 18 months ago.

Imps' king sized turnover has risen tenfold in that period, and it now claims a market share of about two-fifths. But there have been heavy short term costs. Tobacco profits have fallen by 15 per cent., and for the first time this division accounts for less than half the profits total.

Group profits have declined again in the first quarter of 1977-78, and the interim figures will probably be dreary after, the trend could st change. Imps says that its of the cigarette market was slipping throughou year, has now picked u what. And it hopes th trading background stabilise in a few months —in which case its might start to strengthe the same time, it is looki an improvement at Co after another distinctly pressive year, and the foo packaging sides could a better.

So profits could actual a bit higher for the year whole. And the group an almost embarassingly balance sheet, with short borrowings of £115m. matched by its gilt-edged ings. At 75½p, the shares over 12 per cent. on an e dend basis. That is more twice the market avera very wide gap by past dards.

Dowty

Taking in a first time tribution of £219,000, fro Ultra acquisition, Dowty G interim results are on the side of most expectations tax profits are up almost at just over £11m., refle *general improvement* divisions.

The group still remain about giving divisional downs, but the impressi that aviation and mining a ted for about 40 per ce turnover each, with the trial and Ultra (electr divisions making up th ance. As far as profits a cerned the likelihood is aviation, and particular military side, is Dowty's profitable area. The Jaguar and Harrier progr are now tailing off but m *boosted again if recent* interest is converted into

The big hope for the is Dowty's contract to sup engine systems and landing for 800 MRCA aircraft. T tract runs over eight yea has a total value of added to which is the and spares business o years amounting to three this figure. The proje make its first significant bution next year and peak in 1981. In the me full-year profits of around seem attainable, putting shares on a prospective just under 8.9, fully tax

U.K. £100m. order for Boeing helicopters

By Michael Donne,
Aerospace Correspondent

THE U.K. is to buy 30 CH-47C Chinook medium-lift helicopters for the RAF, worth more than £100m., from Boeing Vertol, a member of the U.S. Boeing group.

Negotiations for the deal are in progress, following signing of an Intent to Purchase by U.K. officials on January 31 in Philadelphia.

The deal envisages deliveries to the RAF starting in 1980, and being completed the following year.

Part of the cost will be covered by offset arrangements, with U.K. companies providing the electronics equipment for the aircraft. Other forms of offset work not necessarily involving the Chinooks might be arranged.

It is understood that British Airways Helicopters is also *interested in buying Chinooks for* its North Sea oil operations. An order for three aircraft is likely to be placed soon.

The Chinook was originally planned for the RAF as long ago as the mid-1960s. An order placed in March, 1967, for 15 aircraft was cancelled. The RAF's need for this aircraft has not diminished, and with the recent strengthening of Warsaw Pact conventional forces, requiring increased mobility on the part of the West, the need has taken on a new urgency.

The Chinook is a twin-engined, twin-rotor helicopter, capable of lifting up to 44 troops. The U.K. does not make helicopters of this size.

Weather

CLOUDY and cold with occasional rain or drizzle. Possibly snow on hills.

London, S.E. England, E. Anglia
Cloudy, occasional rain or snow. Winds E., moderate. Max. 3C (37F).

Cent. S., N.W., Cent. N. England, Midlands, Channel Is., Lakes, S.W.- N.W. Scotland, Highlands:
Cloudy, occasional rain or drizzle, hill fog. Snow on hills. Winds S.E. moderate. Max. 4C (39F.).

East, N.E. England, Borders, N.E. Scotland, Orkney and Shetland
Cloudy, hill fog and rain or snow. Wind S.E., moderate. Max. 3C (37F).

S.W. England, Wales, Is. of Man:
Cloudy, hill fog and rain or drizzle. Max. 7C (45F)

Outlook: Mostly cold.

BUSINESS CENTRES

		Y'day mid-day °C	°F			Y'day mid-day °C	°F
Amstdm.	C	1	34	Madrid	S	9	48
Athens	F	13	55	Manchestr.	F	6	43
Bahrain	C	21	69	Melb'rne	Dr	17	63
Barcelona	F	12	54	Mexico C.	S	16	60
Belfast	C	6	43	Milan	F	1	34
Belgrade	Sn	−1	30	Montreal	Sn	−6	21
Berlin	C	−3	27	Moscow	C	−7	19
Brmghm.	C	3	37	Munich	C	−4	25
Bristol	F	7	45	Newcastle	R	4	39
Brussels	C	3	37	New York	Sn	−2	28
Budapest	Sn	0	32	Oslo	C	−6	21
B. Aires	S	24	76	Paris	C	6	43
Cairo	S	20	68	Perth	F	28	83
Cardiff	C	6	43	Prague	F	−2	28
Chicago	Sn	−9	16	Reykjavik	R	3	37
Cologne	C	2	36	Rio de J'o	R	27	[illegible]
Copnhagn.	F	−1	30	Rome	F	−1	30
Dublin	Dr	7	45	Singapore	S	30	86
Edinburgh	C	3	37	Stockholm	C	−4	25
Frankfurt	C	2	36	Strasbrg.	C	3	37
Geneva	C	4	39	Sydney	F	24	75
Glasgow	C	6	43	Tehran	C	6	43
Helsinki	S	−9	16	Tel Aviv	F	16	61
H. Kong	C	19	66	Tokyo	S	9	47
Jo'burg	C	27	80	Toronto	C	−13	9
Lisbon	F	12	54	Vienna	Sn	−1	30
London	C	6	43	Warsaw	F	−4	25
Luxemb'g	C	2	36	Zurich	C	1	34

HOLIDAY RESORTS

Ajaccio	F	11	52	Jersey	Dr	6	43
Algiers	F	15	59	Las Plms.	F	23	73
Biarritz	C	10	50	Locarno	S	5	41
Blackpool	Fg	3	37	Majorca	F	13	55
Bordeaux	R	8	46	Malaga	F	15	59
Boulogne	C	5	41	Malta	C	12	54
Casablnca	C	13	55	Nairobi	S	24	75
Cape Town	S	23	73	Naples	F	9	48
Corfu	R	9	48	Nassau	S	20	67
Dubrovnik	C	7	45	Nice	S	12	54
Faro	S	16	61	Nicosia	F	17	63
Florence	C	6	43	Oporto	S	10	50
Funchal	F	18	64	Rhodes	C	16	61
Gibraltar	F	15	59	Salzburg	Dr	−1	30
Guernsey	C	7	45	Tangier	S	15	59
Innsbruck	Sn	0	32	Tenerife	S	21	70
Inverness	R	4	39	Tunis	C	10	50
Isle of Man	C	7	45	Valencia	C	15	59
Istanbul	C	5	41	Venice	C	5	41

S—Sunny. F—Fair. C—Cloudy. R—Rain. Fg—Fog. Dr—Drizzle.

Murray hints at further 12-month rule support

BY CHRISTIAN TYLER, LABOUR EDITOR

UNEXPECTED SUPPORT for the Governments' pay policy came yesterday *from* Mr. Len Murray, general secretary of the TUC, at a meeting with miners' leaders.

Mr. Murray told them that, although the TUC Congress had *not committed itself to an extension of* the rule that there must be a 12-month gap between pay rises, many unions had settled on that basis and had accepted that it would help the "orderly return to collective bargaining."

"It was clear that many unions had accepted that in the present year an orderly return to collective bargaining would be assisted by the maintenance of a 12-month interval between *settlements, and settlements had* been taking place on that basis," the TUC said afterwards.

"Mr. Murray pointed out that he was not in a position to anticipate whether or not Congress would wish to give positive advice to unions in this or any other connection in the coming year."

Mr. Joe Gormley, president of *the National Union of Mineworkers*, and Mr. Lawrence Daly, general secretary, had asked to see Mr. Murray to explore the scope for their claim ahead of to-day's resumed negotiations *with the National Coal Board*.

The miners are looking for nearly double their present rates. Failing that, they are seeking an eight-month deal from March 1 to bring them back to their traditional anniversary of November. From November they would like a long-term deal of perhaps three years with annual cost-of-living adjustments.

Having already accepted the 12-month rule as it applies to Phase Two settlements, NUM leaders calculate that they can more easily sell a 10 per cent. rise from March 1 if they can also hold out the promise of further negotiations this year. But Mr. Murray's remarks last night appear to have scotched that ambition.

The TUC's Economic Committee, meeting to-day to put the finishing touches to its economic review and Budget demands, may well discuss Mr. Murray's remarks about the 12-month rule.

The annual Congress last autumn did not discuss the Government's 10 per cent. earnings limit at all—and this Mr. Murray pointed out again yesterday. But it did vote to honour the 12-month rule, obliging unions not to reopen pay discussions until 12 months after their Stage Two deals and insisting that those due to settle during Stage Two (which ended on July 31 last year) should not postpone settlements in the hope of doing better later.

Now, however, Mr. Murray, while sticking to the formal outlines of TUC policy, appears to have given considerable support to the guidelines set down in the White Paper of July last year.

Private wealth at end of 1976 stood at £325bn. net

BY MICHAEL BLANDEN

PRIVATE wealth in the U.K. totalled a net £325bn. at the end of 1976, according to Central Statistical Office figures *published to-day*.

The total, covering private individuals, is arrived at after deducting debts owed by households of around £42bn., of which around two-thirds represented mortgages.

During 1976, the wealth of households increased by £41bn., or 14.4 per cent. The rise reflected changes in the quantity of assets held—and in their value.

The main reason for the increase was a rise in wealth held in the form of physical assets, mainly houses, although some items fell, including particularly Ordinary shares.

The figures, published in the Treasury's Economic Trends come in the Central Statistical Office's submission to the *Diamond commission on the distribution of income and wealth*.

The submission provides more comprehensive figures of the personal sector balance sheet for 1975 and for the first time updates provisional estimates to 1976.

Out of total net assets in 1976, physical assets accounted for £221bn., including £150bn. in dwellings and £43bn. in consumer *durable goods*.

Financial assets represented £147bn., with the most important items being policyholders' funds in life assurance and pension funds (£37bn.), building society investments (£26bn.) and bank deposits (£20bn.).

Tables giving longer term trends from 1957 to 1976 show a *marked decline in the importance* of financial assets and a corresponding increase in physical assets, from just more than a third to nearly 60 per cent. of the total.

Wealth held by households, which rose in relation to annual personal income from less than three times in 1957 to 3.9 times in 1973, has since fallen to 2.9 times at the end of 1976.

There are indications of a *substantial and continuous fall* in the share of total national wealth held by the personal sector, matched by an increase in the public sector.

How wealth is invested, Page 17

Continued from Page 1

Pay pledge

ance in support of the counter inflation policy. "We shall do so whenever the law and constitutional propriety permit," he said to Tory jeers.

But he described as "*preposterous*" Conservative *charges* that the use of these powers had not been justified by law and that they had been applied furtively or even secretly.

His underlying argument was that the Government's first priority must remain to conquer inflation and he claimed that the year-on-year inflation rate was now down to single figures.

"The retail price index for February to be published in five weeks will confirm that we are down to single figures and that inflation is falling and will continue to *fall fast*," he said.

The main reason the Government had decided not to publish the names of companies on its blacklist was the damaging effect such publicity could have. Mr. Hattersley said the chairman of Sun Alliance had written to him pointing out that since the company's dispute with the Government was made public 10 *per cent*. had been knocked off the value of its shares.

Nevertheless, the Government planned to start talks with the CBI, Chambers of Commerce and other employer organisations, so that if in their judgment the interests of affected companies would not be harmed the names on the Government blacklist would be published.

Rolls recalls cars for check

BY TERRY DODSWORTH, MOTOR INDUSTRY CORRESPONDENT

ROLLS-ROYCE MOTORS has embarked on a world-wide recall of its Silver Shadow, Camargue and Corniche models to carry *out safety modifications*.

The problem appears to be related to fitments attached to the automatic speed control used on the cars.

This device is designed to keep the car running at a constant speed without using the accelerator. But in certain conditions the braking mechanism, which is meant to cancel the automatic system and allow the car to revert to normal controls, does not work.

Rolls-Royce said yesterday that the recall was simply to be on the safe side. "There has not been a single accident due to the problem. However, there is a chance in a million that there could be an accident and we do not intend taking that chance."

The recall follows the revamping of the Silver Shadow a year ago. A new design of the Econo-cruise speed control device, made by Associated Engineering, is now being installed in the vehicles. This, says Rolls-Royce, *has solved the problem*, which appears to have involved the wiring systems rather than the device itself.

Rolls-Royce's action, by far the most important recall it has made during the last decade, illustrates the increasing sensitivity of car companies to any safety-related faults.

Continued from Page 1

Methven threat of action by CBI

ernment went further on its sanctions policy. As a result, the idea of boycotting Government contracts was developed although the confederation was torn about what to do because some of its members find the possible threat of sanctions a useful bargaining counter when negotiating pay rises with their unions.

Nevertheless, it was decided *recently to go ahead if the Government* tried to formalise its sanctions operations.

Yesterday, Sir John met Mr. Hattersley shortly before the Commons announcement. Mr. Hattersley told him what he would be saying and Sir John told him of the conferedation's response.

Sir John added that there were six main objections to what the Government was proposing.

FIRST, they gave the Secretary for Employment "complete discretion to decide what the Government's pay guidelines mean," even though last year's pay White Paper did not name a specific figure for all settlements.

SECOND, there was no appeal *against the Secretary of State's* decision.

THIRD, the Government was giving itself a blank cheque for the future by saying that the conditions applied to all future pay policies which only needed to be set out in a Parliamentary Command Paper.

FOURTH, a main contractor could be penalised if one of his sub-contractors paid an employee too much, even on other non-Government work.

FIFTH, without indemnity clauses, a main contractor had no comeback on a sub-contractor if he lost a Government contract.

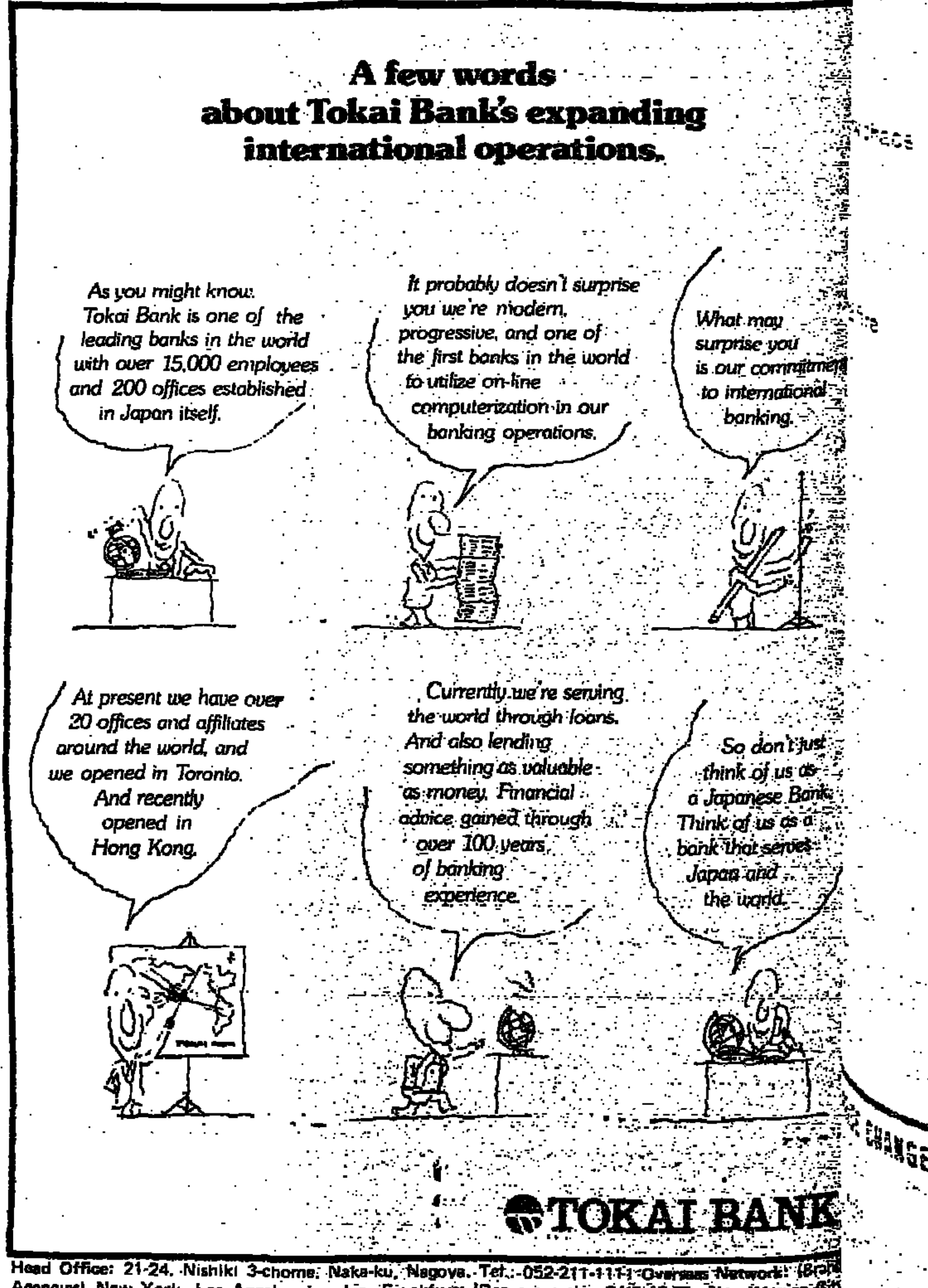
SIXTH, the "actual terms of the termination of contract proposel by the Government are totally unreasonable."

The confederation is aware that its proposal would have to be registered under the Restrictive Practices Act with the Office of Fair Trading of which Sir John was director-general before going to the *CBI in July 1976*.

Sir John is a lawyer and, on the basis of his experience and having received outside legal advice, the confederation does not think that there would be any legal impediment to its proposals.

It is thought that it could go ahead with its proposal once it had registered what would be a decision of the confederations council, and supplied the necessary paperwork which would include a list of the names and addresses of all its members.

Eventually, if complaints were lodged, the confederation might have to defend itself in front of the Restrictive Practices Court to show that its action was in the public interest. But, there is a waiting list of more than a year for such cases to be heard.



Registered at the Post Office. Printed by St. Clement's Press for, and published by the Financial Times Ltd., Bracken House, Cannon Street, London EC4P 4BY.